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ESTABLISHED 1887



Mikhail S. Gorbachev being greeted by Secretary of State George P. Shultz and his wife, Helena, upon his arrival Monday at Andrews Air Force Base.

Gorbachev, in U.S., Says He Hopes to Hear 'New Things' on Arms

By Lou Cannon and Don Oberdorfer

WASHINGTON — Mikhail S. Gorbachev arrived here Monday for a three-day summit meeting, saying he hoped to hear "new things" from President Ronald Reagan on the limitation of offensive strategic arms and assuring Americans that "we sincerely want better relations between our governments and peoples."

Mr. Gorbachev, the first Soviet leader to visit the United States in 14 years, will sign a treaty on the limitation of intermediate-range and shorter-range missiles. Earlier, in Britain, he said in a meeting with Prime Minister Margaret Thatcher that he was hoping for a 50 percent cut in strategic arms as well.

and its agenda point to the increased responsibility and the understanding of that responsibility which is developing among the leaders of the U.S.S.R. and the United States of America. "We are," Mr. Gorbachev concluded, "in favor of constructive dialogues. I would like to wish peace to all Americans."

France Expels Iran Dissidents

By Edward Cody
Washington Post Service
PARIS — The French government rounded up dozens of Iranian dissidents and ordered them expelled Monday in what the critics said was "ransom" for the recent liberation of two French hostages in Beirut.

The expulsions would be carried out or where the Iranians would be sent. News reports quoted French officials as saying those expelled would not be forced to return to Iran.

The expulsion order affected supporters of the Mujahidin Khalq, an Iraqi-supported rebel group headed by Massoud Rajavi. The Baghdad-based organization, whose military action has been coordinated with Iraq in the Gulf War, represents the major armed resistance by Iranians to Ayatollah Khomeini's rule.

EC Aides Approve Pact To Deregulate Air Fares

By Steven Greenhouse
New York Times Service
BRUSSELS — The European Community's transport ministers approved a long-awaited airline deregulation package Monday that EC officials say will help lower ticket costs by injecting a major dose of competition into flights within Europe.

EC sought a "gradualist" approach that would not turn the system top-sy-turvy the way deregulation did in the United States. "Immediately ordinary people will begin to get a squarer deal than they had before," said Stanley Clinton Davis, the EC's transport commissioner.

The package will make it easier for airlines to discount tickets to as little as 45 percent of the economy fare without requiring the approval of other nations or airlines. It will also make it easier for small, low-cost entrepreneurial airlines to fly routes now dominated by huge national flag carriers.

Kiosk Israel Is Asked For Restraint

TEL AVIV (Reuters) — Prime Minister Yitzhak Shamir said Monday that Israel had been asked not to retaliate for the Arab hang-glider raid in northern Israel last month while this week's U.S.-Soviet summit meeting is under way.

Disaffected Brazilians Leave Problems Behind

By Alan Riding
New York Times Service
RIO DE JANEIRO — When Mario Salgado, a young Brazilian architect, was offered a job in Portugal this year, he jumped at the chance.

there is no longer an easy answer," an industrialist said. "Every country goes through bad periods. The United States went through the Vietnam War. Well, it's now Brazil's turn to be tested."



Mikhail S. Gorbachev with Margaret Thatcher during his stopover in Britain on Monday.

MORE SUMMIT NEWS

- Days after the pact takes effect, Russians will launch unarmed missiles to destroy them. Page 7.
- Britain's "Greenham women" call the INF treaty a victory but vow to continue protesting until U.S. missiles are dismantled. Page 6.
- In East Asia, officials and analysts welcome the U.S.-Soviet agreement but differ on the next arms control treaty. Page 3.

In Britain, Gorbachev Hails a Pact for Peace

By Howell Raines
New York Times Service
BRIZE NORTON AIR BASE, England — Mikhail S. Gorbachev, stopping here Monday on his journey to the summit meeting in Washington, said the treaty that he and President Ronald Reagan are scheduled to sign on Tuesday is an expression of a yearning by people everywhere for a "nonnuclear world."

their research activities, to be conducted on an agreed timetable. She said this "common sense" approach offered a way around the disagreements. The Soviet Union has maintained that the ABM treaty prohibits testing of a space-based defense system, while the Reagan administration has insisted that it had the right to conduct such tests.

Court Halts Zola Sale

PARIS (Reuters) — The appeals court here blocked on Monday the auctioning of the famous "J'accuse" manuscript by the author Emile Zola until a dispute between his heirs has been settled.

In Ulster: A Death Too Many?

By Francis X. Clines
New York Times Service
ENNISKILLEN, Northern Ireland — The killing of one Irishman by another is such a routine part of this province's strife that it is unusual when the loss of innocent life causes people to stop and wonder whether the long, coarse weave of vendetta and grievance might be altered.

After Enniskillen, a Pause, Political Ripples in Dublin
The names of these events have a roll-call familiarity by now: the "Bloody Sunday" shooting of 13 Catholic civil rights marchers by British security forces in Londonderry in 1972; the bombing by a Protestant loyalist who killed 15 Catholic nationalists in McGurk's barroom in Belfast in 1971.

U.S. Dollar Intervention Is Dismissed as 'Peanuts'

By Reginald Dale
International Herald Tribune
PARIS — The United States has not yet made the major policy decision to halt the dollar's decline, despite the Federal Reserve's intervention Friday to steady the exchange rate, European officials and U.S. analysts said Monday.

Friday's intervention, in which the central bank bought limited amounts of dollars, was dismissed as "peanuts" by one European financial official. He said there was as yet no evidence that Washington had switched its priorities from fighting recession to stabilizing the dollar by, for example, showing a willingness to raise interest rates.

Such a deal could emerge from a meeting of the Group of Seven leading industrialized democracies — the United States, Japan, West Germany, France, Britain, Italy and Canada — in the weeks ahead, these analysts said.

GENERAL NEWS
University students defied police in protest march through Beijing. Page 2.
BUSINESS/FINANCE
Iraq threatened to increase oil production further above its OPEC quota. Page 15.
Telex is considering a bid of about \$911 million from McCormick International. Page 19.

Dow close: UP 45.43
The dollar in New York:
DM 2 Yen FF
1.6785 1.786 132.95 5.684

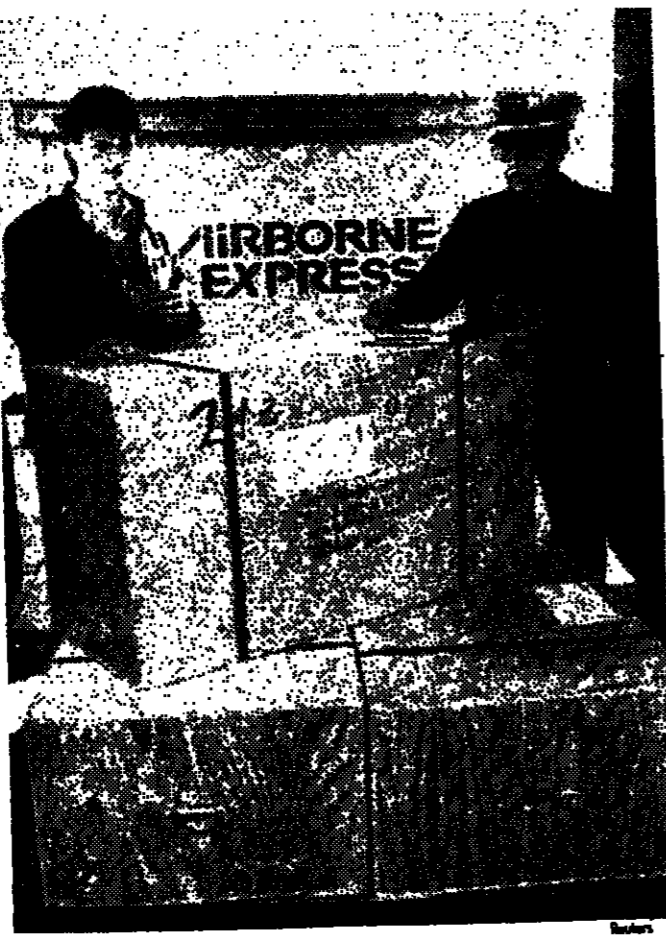
See BRAZIL, Page 2

See ULSHER, Page 2

See CURRENCY, Page 21

Decoy Barge Off Kuwait Is Struck by Iran Missile

United Press International
MANAMA, Bahrain — Iran fired a Silkworm missile on Monday at Kuwait's Sea Island oil terminal, striking a decoy barge that was protecting the offshore facility near waters where the U.S. Navy has permission to establish a floating base.



Lieutenant Commander Gary Camp, right, taking delivery of 240 dozen cookies in Norfolk, Virginia. They were baked by Judy and John Kooz for their son John and about 225 shipmates aboard the frigate Thach in the Gulf.

Many Haitians Strike to Press for Elections

The Associated Press
PORT-AU-PRINCE, Haiti — Much of central Port-au-Prince was shut down Monday as stores and businesses in the Haitian capital closed in a general strike called to pressure the military-dominated junta to hold free elections.

One Haitian who is in touch with General Namphy said the general was determined to have fair elections, but that "he will not surrender power to some outfit or gang that is going to rip up this country."

The government led by General Namphy is defying calls for its resignation. Civic and religious groups as well as presidential candidates are opposing its efforts to organize new elections.

Most of the nine civilians who tried to organize the abortive election are still in hiding. One, Pierre Labissiere, a 64-year-old lawyer, has fled to the United States.

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U.S. Court to Get Case on Church Tax Status

United Press International
WASHINGTON — The Supreme Court said Monday that it would hear an appeal stemming from efforts to end the tax-exempt status of the Roman Catholic Church because the church engages in lobbying to end abortion.

The suit was filed in federal court in New York in 1980 against the government, the U.S. Catholic Conference and the National Conference of Catholic Bishops by nine organizations, including the Abortion Rights Mobilization, a branch of the National Organization for

Women, several abortion clinics and doctors. Those bringing the suit charged the church has "engaged in a nationwide, persistent and regular pattern of intervening in elections" in favor of anti-abortion advocates and in opposition to those who favor the constitutionally protected right.

Arias Says Castro's Help Is Needed on Peace Plan

The Associated Press
NEW YORK — President Oscar Arias Sanchez of Costa Rica said Monday that he would be willing to visit Havana for talks with Fidel Castro because the Cuban president's support is necessary if a plan

to bring peace to Central America is to succeed. Mr. Arias also said at a news conference here that the support of the Soviet Union and the United States was crucial.

Earlier, Joseph E. Treaster of The New York Times reported from Port-au-Prince: After Haiti's disastrous attempt at holding its first presidential election in 30 years, lines are being drawn for a new phase of political battle.

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Arms Controls Debated In Asia-Pacific Region

By Michael Richardson
International Herald Tribune
SINGAPORE — While countries in East Asia and the western Pacific welcome the U.S.-Soviet agreement to eliminate land-based medium-range nuclear missiles, including the Soviet SS-20s aimed at Asia, officials and experts in the region disagree in their assessments of what the next arms control measures should cover.

Mr. Arias said, "has the leadership to convince the guerrillas in El Salvador to accept a ceasefire, to accept an amnesty." Mr. Arias also appealed for a Christmas truce in Central America, calling it a key step toward a regional ceasefire.

Cardinal Urges New Talks

Earlier, Stephen Kinzer of The New York Times reported from Managua: The mediator in the Nicaraguan conflict, Cardinal Miguel Obando y Bravo, called for further peace talks between the two sides and urged both to make concessions.

New Delhi Chief Returns

The Associated Press
NEW DELHI — The police chief here, Ved Marwah, returned to work Monday after a 15-day suspension ordered by Prime Minister Rajiv Gandhi because his car interfered with a Soviet motorcade.

Match Is Draw

Attache in Colombia. Change Whales? UPDATE

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Arms Controls Debated In Asia-Pacific Region

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OPINION

The Shorter the Trajectory, 'The Deader the Germans'

By George F. Will

WASHINGTON — "Do you know how to spot an article by Jaurès?" said Clemenceau of a leading Socialist. "Very simple. All the verbs are in the future tense." Socialists, certain that history is on their side, take the long view. Mikhail Gorbachev certainly does, as he starts just the sort of summit he wants. It is focused on the antiseptic arithmetic of arms control, which suggests moral symmetry between two "powers" equally responsible for equal endangerment. The arms control occurs exactly where Mr. Gorbachev wants, not with conventional forces, where Soviet advantages are enormous, but with nuclear

NATO. The key to that is Germany. The Soviets almost certainly value the INF agreement primarily as a long-term stimulus to German neutralism. By forcing reliance on battlefield nuclear weapons, the agreement makes Germany the confined arena of a nuclear war. Some West German leaders say, "The shorter-ranged the missiles, the deader the Germans." The agreement will sharpen the thirst that its conservative supporters hoped it would slake: the thirst for more arms control in Europe. Indeed, Ronald Reagan calls it a "first step" toward a denuclearized world starting with Europe.

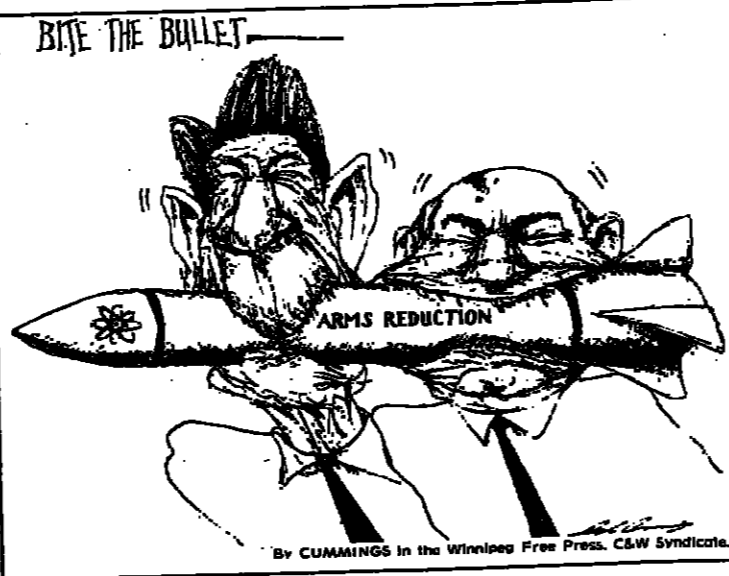
The rejection of deterrence with nuclear weapons has a curiously mixed U.S. constituency. James Woolsey, a distinguished strategic analyst and a Democrat, notes that the 1980s have produced a "double envelopment" by the left and the right — by Iowa "peace caucuses" and by the Reagan "White House" — in stigmatizing nuclear weapons as immoral. The left construes Mr. Gorbachev's glasnost as a sudden and wholesale change of heart by the Soviet ruling class. The right relies on an American reflex, a faith in a technological deus ex machina, SDI, to make nuclear weapons "obsolete."

Both sides, says Mr. Woolsey, seem to believe that nuclear weapons are not instruments of state power, dangerous because they are possessed by a dangerous state, but rather that they are analogous to a virus against which the superpowers can collaboratively inoculate themselves. To the extent that the INF agreement accelerates denuclearization, it will restore the bad old days, making Europe safe again for conventional war.

A possibly positive feature of the agreement is Soviet acceptance of asymmetrical reductions. That is, it will be positive in the unlikely event that the Soviets allow the principle to be extended to conventional forces. But even if so, the indiscriminating admiration of arms control agreements.

George Bush is doing well, if not necessarily good, by loyally making the two main arguments for the agreement, one of which is that European leaders praise it publicly, so it must be prudent. But even if the first clause were true, the proposition would be a non sequitur. Actually, Europeans express serious anxieties privately.

The second argument is that the agreement has a numerical asymmetry favoring the United States, so it must be good. That is a non sequitur. An agreement is good only if it enhances the stability of deterrence, including deterrence of the political exploitation of military advantages. The INF agreement fails that test for the following reasons: The Soviets are chess players, patient and thinking many moves ahead. Their supreme goal is the dismemberment of



By CUMMINGS in the Winnipeg Free Press, C&W Syndicate.

Hugs at the Elbe, Hopes at the Summit

By Marc Fisher

WASHINGTON — Andrei Paras-taev, first secretary to the Soviet ambassador, turned away from the stiff wind Sunday on 16th Street outside the embassy gates, faced the Americans and issued the verdict: "Twelve. Twelve only. Please, not one more." The official spoke to a group of Soviet

So moments later, Mr. Parastaev led the way as the entire delegation, 15 Americans and three Soviets, climbed the embassy's staircase, passing beneath a portrait of Lenin and on into a reception with Ambassador Yuri Dubinin. On short notice, the organizers of the Kansas-based Elbe Alliance had set up the reunion. Everywhere they go, the knot of white-haired men — a retired neurosurgeon, a psychologist, a book-seller and their friends, a school principal from Minsk and a professor of engineering from Moscow — carry copies of a famous Life magazine photograph.

It shows two beaming soldiers, Bill Robertson and Alexander Silvaschko, locked for the first time in an embrace made clumsy by excitement. "Thirty years went by without doing that," Mr. Robertson said. "And in the past few years we've done it thousands and thousands of times." Mr. Silvaschko roars with joy each time he does it. On that April morning in 1945, Lieutenant Robertson crossed a bridge over the Elbe at Torgau with his patrol. The Soviet troops 500 yards (500 meters) beyond began to fire, even after the Americans raised a Stars and Stripes fashioned from a bed sheet. "They fired at us for an hour," Mr. Robertson said. "We later found out that the Germans had played a trick on them two days earlier. Some SS men making a last stand had waved an American flag, then shot down the Russians who had eagerly come out to the river."

Only by bringing forward a liberated Russian prisoner to shout the truth did the U.S. side get the Soviets to believe them. But the ensuing ecstasy was short-lived. Within weeks, fences were erected and anti-fraternization rules imposed. The men of the Elbe had no further contact until 1955. And that first reunion was dangerous for the Americans, who risked the suspicion of being pro-Communist for traveling to Moscow at the height of the Cold War. Since then the veterans have met several times. But the current summit, with all its hope for peace, is the most emotional reunion yet, several said. "When I see surveys showing that half of young Americans think we fought against the Soviets, I know we have to get our message of the Elbe across to a new generation," Mr. Robertson said. While the Soviet government routinely celebrates the Elbe as a symbol of friendship between the two countries, the veterans say the United States has been reluctant to help. "We've never received anything from the American administration in the way of support," said Mark Scott, co-founder of the Elbe Alliance. "I don't think they know what to do with us, with all this history and the passions that are still alive."

The session with the Soviet ambassador was heavy on emotion. Standing before a copy of the Life magazine photo, Mr. Dubinin watched Mr. Robertson and Mr. Silvaschko re-enact the pose and said, "Just as in '45, I was a boy, but I remember the meeting very well. How was it, this very first meeting?" With that, the old allies turned from the coffee and cookies and broke through the language of diplomacy, telling their stories as if for the first time. They roared over the memories of the schnapps that had appeared from nowhere. They relived the back-slapping, the pin exchanges and the sudden ability to communicate without words. When they were ushered out, past a booth manned by a Soviet soldier and past an office where aides were watching Secretary of State George Shultz on television discussing nuclear weapons, the veterans embraced again. "This is all about hope," Mr. Robertson said. "Hope is important for a man."

The Washington Post.

LETTERS TO THE EDITOR

U.S. Leaders Must Learn What Trade Means in the Real World

In response to "How to Sell Continental Breakfast" by Jim Hoagland (Nov. 23):

Jim Hoagland's column stopped me one step from the edge of despair as to the ability of supposedly informed Americans to assess why they are losing the competition in international trade. Mr. Hoagland has hit on many of the reasons why the United States is no longer able to compete with Japan, West Germany or other trading nations.

Yes, the rules have changed. More importantly, the game has changed. It is truly an international, not an American, game. The United States keeps refusing to accept that, despite all the evidence to the contrary. On the one hand, it is revealed that Soviet submarines can be made better with Japanese computers. On the other, there is no recognition in the United States that international consumers have long had other commercial choices, even in high technology such as putting satellites into orbit.

U.S. congressmen legislate as though they were elected to decide on the pre-

rogatives of other countries. Once the United States could use its power to do that, but that time has passed. American leaders just don't realize it. U.S. politicians believe that trade is a weapon to reward friends and punish enemies. (That was one of the underlying principles of the Irangate affair, wasn't it?) Congress legislates against embargoes as though they were unjustifiable and yet the United States is the world's champion at trade sanctions.

The United States devises new embargoes to please congressional heroes and to show how tough America is when others are unwilling to play by U.S. rules. But who loses first and foremost when trade is corrupted? U.S. businesses, U.S. workers and their families.

The refusal of Congress a few years ago to sell U.S. aircraft to Saudi Arabia led to a Saudi purchase from Britain that approaches \$8 billion. Instead of a U.S. product, the Saudis got one of Europe's most advanced strike planes, the Tornado. So the Israelis now face deadlier weapons with no restrictions as to their

use, and American factories and workers have lost \$8 billion in trade.

The root of such losses is an inability to deal with the real world and a predilection to reward or punish with products — not to sell them. As simple as it should be, U.S. leaders cannot understand that buyers prefer to buy from people who just want to sell without passing judgment on the buyers, their politics or their life-styles. A cheap dollar has not and will not change that.

The key to trade is in fact the competition's single-mindedness of which Mr. Hoagland speaks. But American leaders are lacking in that, and it is readily apparent to the competition, which merely waits for America to distract itself again. The Japanese, Germans and Swiss keep the United States talking and chasing gangsters and international bank accounts while they sell nearly everything the world consumer needs.

With the 1977 Foreign Corrupt Practices Act in the United States (part of the never-ending arrogance to dictate what is legal or not in other lands), trade sanctions, taxation of U.S. citizens abroad, a maze-like export bureaucracy, governmental and press exposures of trade secrets, American companies are more afraid than not to compete abroad.

As a trade and financial adviser to international corporations, I have lost track of how many times senior American executives have told me they prefer to lose business to foreign competition than to risk allegations of breaking the myriad U.S. laws that govern how they may market and what they may sell. Their legal advisers paralyze them with counsels to stay out of trouble — which becomes their key personal objective in most overseas trade competitions. Only the most daring go all out to win.

on his breakfast tray? Could it have been the good old American Herald Trib? FRANCIS M.S. PEEL, Webster University, Geneva.

How to change an ocean of red ink into black? Simple. Offer tax reductions to companies that increase the ratio of exports to total sales each year. WILLIAM PASSIGLI, Tenero, Switzerland.

Your reports suggest this epitaph for Reaganomics: It's mourning in America. MORTON FUNER, St. Tropez, France.

It's Not All That Bad

Jim Hoagland is not at his best at 7 A.M. in a Berlin hotel room.

Were those by any chance American sheets Mr. Hoagland climbed out of? And was he perhaps in an American hotel? He probably had a Visa or American Express credit card or traveler's checks in his pocket. And he may have flown to Berlin in a U.S.-made plane.

Other readers have pointed out ("About a Recent Column," Nov. 26) that those multilingual Malted Shreddies were American-conceived if not American-born. And what was the newspaper

Advertisement for Yves Saint Laurent Collection featuring a handbag and a tassel. Text includes 'bags / luggage / leather goods' and 'YVES SAINT LAURENT Collection'.

Advertisement for Dunhill International cigarettes. Features an image of a Dunhill cigarette pack and the text 'Internationally acknowledged to be the finest cigarette in the world' and 'dunhill International London Paris New York'.

THE WASHINGTON SUMMIT: Americans, in a poll, say the Soviet Union is still a threat to the United States.

Gorbachev in the U.K.: Gesture to Europeans

By Joseph Fitchett
International Herald Tribune
PARIS — In stopping in Britain for talks with Prime Minister Margaret Thatcher en route to the Washington summit meeting, Mikhail S. Gorbachev displayed his diplomatic finesse and insight into European affairs, diplomats said Monday.

interested in speaking to a formidable Western politician with links to President Ronald Reagan than to a strongly European-minded leader. Mr. Gorbachev pocketed a dividend when Mrs. Thatcher wrote last week to Mr. Reagan urging him to accept some constraints on planned space-based missile defenses to clear the way for cuts in strategic nuclear arms.

2 Nations To Exchange Old Masters

New York Times Service
WASHINGTON — The Soviet Union and the United States have announced an exchange of art masterpieces timed for the summit meeting, a Titan being lent to the National Gallery here and an El Greco to be lent to the Hermitage Museum in Leningrad.

Diplomats said that, to warm up for talks with Mr. Reagan that begin Tuesday, Mr. Gorbachev is primarily interested in similarities of policy and ideology that the two Western leaders share. "Talking to Mrs. Thatcher is often like sparring with a stand-in for Reagan," a French official said.



Raisa Gorbachev during a visit to a school Monday at Carterton, near London.

U.K.'s 'Greenham Women' Vow to Stay On

By Howell Raines
New York Times Service
NEWBURY, England — At this time of year, the east wind lopes across Greenham Common Air Base and bites like a wolf. The women in the peace camps stick close to their fires, brewing tea in blackened kettles, warming their anger at predictions that their movement will wither away once President Ronald Reagan and Mikhail S. Gorbachev, the Soviet leader, sign a treaty banning medium- and shorter-range nuclear missiles.

The Greenham women — along with their supporters in a network called Cruise Watch and Britain's main peace group, the 250,000-member Campaign for Nuclear Disarmament — are struggling to combat the idea that the agreement to be signed Tuesday will vindicate the view that arms treaties with Moscow can be achieved only by "negotiating from strength," as Mr. Reagan and Prime Minister Margaret Thatcher have said.

Mr. Gorbachev is a popular figure among the campers, but the idea that Mr. Reagan may get a share of the credit seems to add to the galling frustration of a grimy, frigid hand-to-mouth existence of a movement nearing its tag end. So a number of campers have adopted the audacious argument that Mr. Reagan decided to bargain away cruise missiles because of the women's sporadic success in blocking the convoys carrying the mobile missiles. This, they say, persuaded the Americans that the entire system was impractical.

Views of Russia Shifting, But Ignorance Remains

By Richard Morin
Washington Post Service
WASHINGTON — Americans believe that the Soviet Union remains a serious threat to the United States, and they fear that the nation is losing ground to the Soviets in world affairs, according to a Washington Post-ABC News poll.

tween the two superpowers to be generally good. Fifty-five percent of respondents said U.S.-Soviet relations were good, and 2 percent called them excellent; but 36 percent rated relations as not so good, and 7 percent said they were poor.

Only a third of those surveyed knew that the two countries were allies in World War II. Slightly more than half said they had read or heard anything about the proposed treaty between the two countries to limit medium- and shorter-range nuclear missiles in Europe, the primary reason for the Washington summit meeting this week.

Support for the missile treaty is broad, the survey disclosed. Fifty-two percent of those surveyed said they favored the agreement, 8 percent were opposed and 40 percent had no opinion.

Protest by Jews Quashed in Russia

United Press International
MOSCOW — Militiamen and plainclothes policemen quashed a demonstration Monday by a handful of Jews who have been denied permission to emigrate.

Summit Schedule
United Press International
WASHINGTON — Major events during the meeting between President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev (all times GMT).



After the tussle.

HYUNDAI advertisement featuring a honeycomb graphic and text: 'The Honeycomb's Symmetry Reflects Hyundai's Business Philosophy'. It describes Hyundai's involvement in various industries and its business philosophy of consistency and economic service.



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Handwritten signature or mark at the bottom of the page.

THE NUCLEAR FORCE TREATY: Days after the pact takes effect, Russians will launch unarmed missiles to destroy them.

For Both Sides, Spectacular Mass Destruction of Weapons Poses Sensitive Problems

By R. Jeffrey Smith
Washington Post Service

WASHINGTON — The impact of the U.S.-Soviet treaty eliminating intermediate-range nuclear forces, to be signed here Tuesday by President Ronald Reagan and the Soviet leader, Mikhail S. Gorbachev, will probably be felt first at a military base in the city of Kapustin Yar, where the Soviet Union launched its first ballistic missile 40 years ago.

One of the treaty's most unorthodox provisions will unfold at the base, 660 miles (900 kilometers) southeast of Moscow, within a few days after the pact takes effect.

At that time, the Russians will begin launching unarmed SS-12 and SS-20 missiles eastward virtually around-the-clock, just to get rid of them.

Similar launchings of unarmed U.S. Pershing-2 missiles from Cape Canaveral, Florida, eastward over the Atlantic are contemplated by the United States if studies show this is the cheapest, safest way to destroy the \$6 million rockets within the treaty's three-year deadline.

The 2,800 U.S. and Soviet missiles to be destroyed under the treaty are only a fraction of those in the countries' nuclear arsenals. However, no previous arms agreement has called for destruction of so many weapons in such a brief period.

Every U.S. and Soviet land-based missile with a range of 300 to 3,400 miles (500 to 5,500 kilometers) will be eliminated under the treaty, including Soviet SS-4, SS-12, SS-20 and SS-23 missiles, and U.S. Pershing-1a, Pershing-2 and Tomahawk cruise missiles, most of which were produced and deployed within the last decade.

None of the Soviet missiles are aimed at the United States. All are pointed at U.S. allies and China. All of the U.S. arms governed by the pact are aimed at the Soviet Union.

To swiftly wipe out whole categories of medium-range and shorter-range missiles under the treaty's elaborate requirements, both sides will take novel steps and encounter odd headaches.

For example, they will face environmental challenges in burning tons of highly toxic rocket propellant. They will have to arrange for disassembly of perhaps 2,000 nuclear warheads and missile guidance mechanisms, and return the radioactive materials to weapons plants or nuclear reactors. And they will have to build special housing for military inspectors to be stationed outside highly sensitive military facilities in both countries for 13 years.

It took six years of halting, fitful superpower negotiations to produce the treaty, 31 pages of legalistic text.

In an unprecedented burst of candor, the two sides have also provided spare descriptions of every site where intermediate-range nuclear weapons are produced, assembled, maintained, stored, maneuvered for training, and deployed.

Included are sites in at least eight U.S. states, as well as eight European countries and at least four Soviet republics, newly subject to intrusive inspections.

Together with treaty provisions allowing dozens of inspections annually, the detailed disclosure of sensitive military data is widely considered one of the treaty's most significant accomplishments.

It runs counter to a decades-old U.S. policy of refusing to acknowledge or disclose the presence of American nuclear weapons anywhere in the world. It also breached a

Soviet policy that, according to one negotiator, called for anyone who supplied such data to be shot for committing treason.

The disclosures were necessary in order to establish on-site inspection procedures that would eliminate the risk of militarily significant cheating. Concerns about cheating

Both sides will face environmental challenges in burning highly toxic rocket propellant and disposing of materials in warheads.

were particularly high because all but a few types of the missiles can be trucked from one site to another to avoid detection.

The chief U.S. arms negotiator, Max M. Kampelman, said Friday, "You have to ask yourself — will they cheat? And our conclusion was they can cheat and you assume they will. It won't hurt us. And so we say under those circumstances, we recommend this treaty."

Instead of airtight procedures for verifying Soviet compliance, a goal conservatives have long espoused, the treaty's procedures make cheating difficult, but not impossible. Instead of ruling out any risk of the slightest Soviet violation, the treaty aims to block only militarily significant cheating.

One to three months after the ratification of the treaty, teams of inspectors will visit every site listed in the treaty's

100-page "memorandum of understanding," or appendix, to verify its accuracy.

U.S. officials said both sides viewed these preliminary inspections apprehensively, causing each to delay the exchange of certain data.

In recent weeks, the Defense Department moved items covered by the treaty away from one highly sensitive facility, so that facility would not be listed and inspected by the Russians. U.S. intelligence officials said the Russians dismantled some facilities for intermediate-range nuclear forces and moved missiles to new locations.

With initial inspections completed, each country will officially declare where its missiles are to be eliminated. The likely U.S. sites are army bases in Pueblo, Colorado, and Tooele, Utah, where the rockets would be burned in specially designed pits.

Alternatively, the two sides could strap the missiles down and ignite the propellant. But experts said these techniques may create too much air pollution.

The treaty allows up to 100 rockets to be destroyed by launchings from test sites. But all launchings must be completed within 60 days after the treaty takes effect, and no more than four missiles can be launched per day.

U.S. negotiators persuaded the Russians to eliminate all shorter-range missiles, those with ranges of 300 to 600 miles (500 to 970 kilometers) within 18 months, and to eliminate all but 180 deployed medium-range missiles within two years. Otherwise, each side is free to pursue its own schedule.

At the end of the three-year period for eliminating missiles, launchers and support facilities, each side has the right to conduct an additional inspection of the missile

bases, factories, storage sites and training areas to ensure that the other has met its obligations.

In the meantime, each country is allowed to send inspection teams to 20 missile bases and related facilities annually to ensure that dismantling is proceeding according to promise.

If the inspection is conducted on Soviet territory by the United States, for example, the team will first be sent to Moscow or Irkutsk with measuring devices, radiation detectors and special dual-lens cameras that instantly produce two identical prints — one for the Soviets and one for the Americans. At least two of the 10 inspection team members must speak Russian.

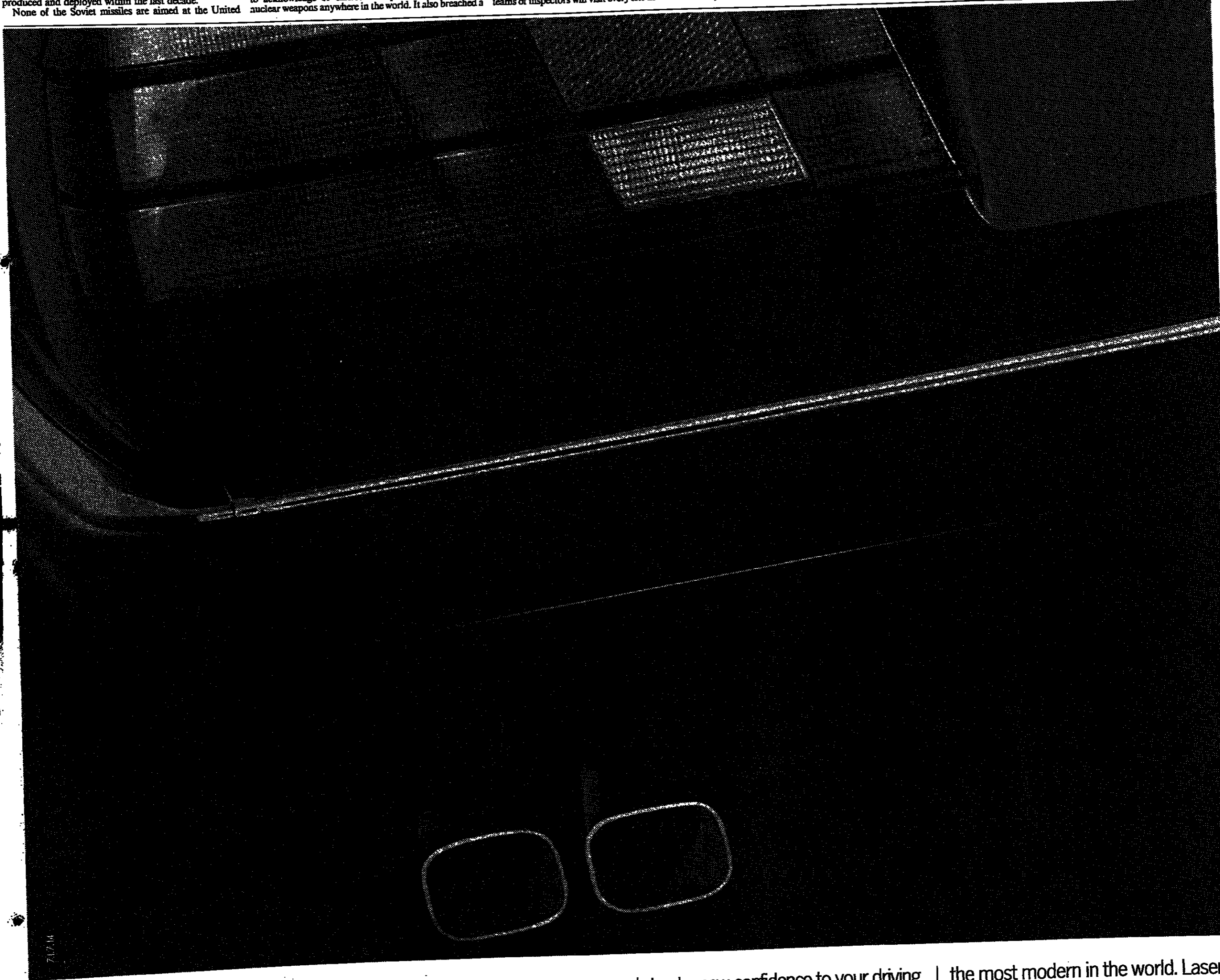
The Soviets are permitted to inspect the equipment to ensure it has no hidden espionage capabilities. They must then arrange transportation within nine hours to any site the team identifies, weather permitting.

Once at the site, the Russians take the pictures, but must photograph whatever the U.S. side demands. Soviet inspections on U.S. territory are governed by identical rules.

If an apparent Soviet violation is detected at a site outside the treaty terms, the administration has little recourse but to call a meeting of the Special Verification Commission, established by the treaty to resolve U.S. and Soviet compliance concerns.

Pentagon officials resisted establishing the commission because of its similarity to another U.S.-Soviet group, known as the Standing Consultative Commission, established by the 1972 Anti-Ballistic Missile Treaty.

The administration has resisted using confidential meetings of this commission to resolve disputes, preferring instead to make public allegations of Soviet cheating.



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The ultimate driving machine

ARTS / LEISURE

Vanna White: Good, Clean, Profitable Fun



Vanna White on "Wheel of Fortune."

NEW YORK — "WHEEL OF FORTUNE!" Every evening, at 7:30, to the sound of hundreds screaming "Wheel of Fortune," an estimated 43 million Americans watch what Newsweek recently called "the highest-rated syndicated series in television history."

According to "60 Minutes," which recently did a segment on the "Wheel," this show has changed television viewing habits all over the United States.

HEBE DORSEY

For instance, the fact that CBS News comes just before the "Wheel" has pushed up the ratings of anchorman Dan Rather. Similar shows, under license, are being aired in France and Italy, and licensing rights have been sold in West Germany, with a show there expected for next year.

The annual production cost of this Los Angeles-based show is, according to Newsweek, \$7 million; annual gross revenue is \$120 million. Merv Griffin, who invented this game, as well as the show "Jeopardy," sold both of them to Coca-Cola for \$250 million.

So, what does this show, which is downright simplistic, have to offer? First, a bundle of goodies that can add up to \$250,000 in a single evening. "LOOK AT

THIS STUDIO, FULL OF GLAMOROUS MERCHANDISE!" Pat Sajak, the master of ceremonies intones. And indeed, as the set goes around and around, one can spot anything and everything, from garden furniture to tickets for a trip to the Bahamas. Some of it, including lamps and settees, is frankly awful but this is not a show for the rich and famous. The contestants have names like Melinda, John or Brooksie and they come from all over the United States, including Kalamazoo and Santa Fe. Before the show, they are asked a few questions — activities, hobbies — and it's a smooth performance because, in this highly professional show, they have gone through a test of their ability to solve puzzles beforehand.

When the audience shows signs of tiring of barbecues and the like, the hosts promptly switch to cash. Incentives are a \$2,500 or \$5,000 bonus added to the wheel, sort of impromptu. The jackpot — \$25,000 in cash — goes to the one of the three contestants who has won the most that evening. The winner has a choice between cash or items such as a \$10,000 mink coat, a \$50,000 Mercedes, a Porsche, a Jaguar, even His and Hers cars.

The basis of the show is a big roulette wheel that the contestants spin; they then try to guess the solution of the puzzle on a giant board whose letters are turned by Vanna White. There, we come to the pièce de résistance, White, 29 and a gorgeous, perfect 10.

White is a former cheerleader from South Carolina who happens to have bewitching curves in the right places and stands on svelte heels. White also has cute, Yorkshire-terrier blond hair, a fetching smile and a little twinkle in her eyes that tells you not to take all this too seriously. To many, there is a kind of cheerful innocence about her that makes her the girl next door. Yet, every night, she appears in a different, highly sexy outfit. Some of it is really dreadful. But on "Wheel of Fortune," "OH! VANNNA!" as Sajak greets her every evening — everything looks gorgeous. As Merv Griffin, the commentator of "60 Minutes," said: "Men look at her body, women look at her clothes." Billboards on New York buses ask: "What is Vanna going to wear tonight?" President Ronald Reagan mentioned her in one of his recent speeches. She's become the United States' darling and Pat Sajak quips that, "in 15 years, everybody will be named Vanna."

Vanna has done very well for herself. Besides lifestyle posters and a six-figure salary, she has created a line of clothes — distributed by, among others, Bloomingdale's — and she rates \$30,000 for personal appearances. She has also published a book, "Vanna Speaks" (she never opens her mouth during the show except to say "Bye-bye"), which sold 100,000 copies. A Nobel Prize winner it is not.

Only three years ago, nobody would touch the show. Griffin produced it, then two brothers, Roger and

Michael King, who used to function from an office and telephone above a barbershop in New Jersey, asked for the distribution rights. "We offered the show to everybody. Nobody would even listen to us," they told "60 Minutes." Now this show brings in millions of dollars and the King brothers have been catapulted from New Jersey anonymity to Hollywood fame.

The mystifying thing is that nobody, not even Griffin, can tell why the show is so successful. "If I could, I'd be the president of CBS," said Safer on "60 Minutes." For "Newsweek," "the Wheel" is more than a game show. It's an electronic shopping mall.

For "60 Minutes," the show is a case of "of the bland leading the bland." Indeed, Sajak, the co-host of the show, is an amiable, former weatherman who admits quite candidly: "I'm not paid to be a wisecracker. I'm a pretty inoffensive guy. Blandness comes naturally to me. By nature, I'm a nice fellow and I have sympathy for these people."

New York's New Rainbow Room

By Dennis Hevesi
New York Times Service

NEW YORK — If Joseph Baum's fantasy is fulfilled, lovely ladies in long gowns will step onto the maître d'hôtel's terrace, pause for a modest moment, place a hand on the burnished brass handrail with its lead-crystal balusters, and then, on the arm of an escort, flow down the stairs. Before them, as the dance floor slowly turns beneath a crystal teardrop chandelier, other beauties and their beaux will swirl to "Isn't It Romantic?"

All about the room, like music-box figurines on the tiers of a wedding cake, waiters in pastel-shaded tails will flambé with great flourish for diners seated at tables laced with silver lamé.

If all that does not suffice, Baum might give the signal so that blue, green, red and amber lights within the dome above the dance floor will begin to play.

And then, the Rainbow Room — for decades an elegant icon of New York City in the 1930s — will really be reopened.

"We want it unabashedly theatrical," said Baum, the manager of the newly resplendent supper club on the 65th floor of the RCA Building at Rockefeller Center.

It may turn out quite like that on Dec. 29, when the Rainbow Room, with its wraparound view of New York's shimmering night skyline, opens to the public after two years of refurbishing.

There will be dress rehearsals this week when, on Wednesday and

Thursday nights, David Rockefeller is the host of parties for 800 guests.

For many New Yorkers, it will be a chance to remember. "It has marked the rites of passage for so many generations," Baum said. Not to mention that the Rainbow Room has always been, as he put it, "one of the great settings for people-watching."

For there in the crowd, if only on opening night in October 1934, mingled the likes of Noël Coward, Elsa Maxwell and Cole Porter.

But over the years, the room, though always an example of tasteful American Modernism, had become a trifle tattered. And so, two years ago, the Rockefeller Group, which owns Rockefeller Center, set aside \$20 million to return the room to its former glory and to remodel the complex of dining rooms and lounges on the 64th and 65th floors at 30 Rockefeller Plaza.

The design work was done by the architect Hugh Hardy. Through his renderings, Hardy said, he has sought to maintain the spirit of Rockefeller Center, American Modernism, he said, is a style typified by highly stylized geometric abstraction; the notion of getting down to the underlying order of things.

Throughout the remodeled lounges and suites — other than the Rainbow Room — Hardy has incorporated bold patterns in deep-set carpeting, hand-crafted cabinetry and paneled of inlaid woods, layered mirror-and-glass ceilings, etched-glass frizes, terrazzo floors and subtly recessed lighting designs.

While all that is new, the Rainbow Room retains the full figure of its former self.

From the maple and fumed-oak mosaic in the middle of the dance floor, the room radiates into dining terraces and, then, in an upward sweep of floor-to-ceiling mirror and glass, seems to draw in all the lights of New York at night. The Empire State Building, to the south, looms like an outsider peering through the window.

Little has changed over the decades, even through a previous remodeling during the 1950s. But everything has been primped and polished to perfection.

"Layers of old fabric have been stripped from the walls," said Peter Spiegel, site manager for the project's contractor, the Fishman Corp. "Now the walls are covered with Italian silk in burgundy — an almost iridescent shade of deep, purplish brown.

The windows have been draped with "scalloped Austrian blinds," Spiegel said, to be lowered when the weather is too moody for the festivities inside.

Gala Fêtes Kennedy Center Winners

By Irvin Molotsky
New York Times Service

WASHINGTON — The presence of the actress Bette Davis at the White House Sunday evening gave President Ronald Reagan an opportunity to repeat a favorite line. "If I had gotten roles as good as yours and been able to do them as good as you did," he said, "I never would have left Hollywood."

Davis, 79, was on hand for a weekend of activities surrounding the awarding of the Kennedy Center Honors to her, the singer Perry Como, the singer and dancer Sammy Davis Jr., the violinist Nathan Milstein and the choreographer Alvin Nikolais.

In addition, a surprise tribute was paid at a gala to the composer Irving Berlin, who is nearing his 100th birthday. Berlin, in failing

health, was unable to travel to Washington. The White House has been occupied with preparations for this week's summit meeting, and as if to make that point, Irak Mukhamedov and Lyudmila Semenyaka, dancers from the Bolshoi Ballet in Moscow, performed in the gala.

In the presentation ceremonies in the East Room of the White House, Reagan noted that Bette Davis had recently completed her 100th motion picture, "The Whales of August," and had been praised for her performance in "The New York Times." "Since getting this job, I've found out just how difficult it is to get a good notice from The New York Times," he quipped.

The master of ceremonies of the gala for the award recipients was the television news broadcaster Walter Cronkite. Those perform-

ing or speaking included Lucille Ball, Ray Charles, Fuchs Zuckerman, Angela Lansbury, Jessica Tandy, Hume Cronyn, Don Ameche, Diahann Carroll, Vee Vanon, Joseph Papp, Jacques D'Amboise, Rosemary Clooney and Joe Williams.

Because the tribute to Berlin was kept secret until the last minute, it allowed for a rousing finale of Berlin songs, with Reagan and his wife, Nancy, in the presidential box, joining the audience in singing. Nikolais seemed to be enchanted. "I'm in 77th heaven," he said, "because I was 77 two days ago, and this is an extra occasion."

Milstein, 83, expressed his reluctance to try to sum up his feelings in a few words. Como, 75, summed up with self-consciousness: "This is the darnedest thing I've ever seen. It's wonderful."

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Living Abroad
In France, Don't Bank on Trouble-Free Checking
By Sherry Buchanan
International Herald Tribune
Despite recent moves to liberalize them, French banking regulations governing nonresident accounts in foreign currencies are exceptionally strict, and a bounced check can lead to cancellation of the account.

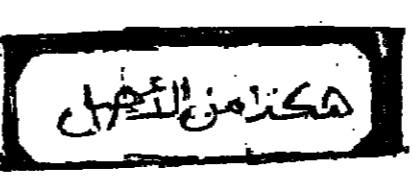
Former Aide To Aquino Is Found Dead
The Associated Press
MANILA — A former Philippine finance secretary, Jaime Ongpin, who was a controversial and influential member of the Aquino cabinet until his removal in September, was found fatally shot Monday in what his son said appeared to be a suicide.



Rouben Mamoulian Dies; He Directed 'Oklahoma'
The Associated Press
LOS ANGELES — Rouben Mamoulian, 90, a director who brought such classics as "Porgy and Bess" and "Oklahoma!" to Broadway and "Silk Stockings" to Hollywood, has died.

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DEATH NOTICE
MORRILL CODY,
1901-1987. Diplomat, author, journalist and gourmet. Bill CODY, long-time Paris resident died in Maryland on November 23, aged 86.
Adieu Bill.



ADVERTISING SECTION

ADVERTISING SECTION

THE Mauritanian government is over half way through a three-year economic and financial recovery program (PREF) supported by the World Bank and the International Monetary Fund (IMF) and can boast that the program has already brought a major turnaround in the economy and improved Mauritania's standing in the international community.

Rigorous implementation of the reform program has been the key to this success. Since Colonel Maouiya Ould Sid'Ahmed Taya took over as head of state in December 1984, the government has backed up economic policy with disciplined action.

Among the measures that have already been taken are devaluation (the value of the national currency, the ouguiya, was reduced by 16 percent in early 1985), an increase in the cereal prices paid to farmers and a rise in interest rates. Meanwhile, moves have begun to restructure and even privatize selected companies, promote the private sector, and liberalize price controls. Underpinning them all are the inevitable cuts in government spending.

Some of these budgetary measures have been severe. With the sole exceptions of health and education, civil service recruitment has been halted. In the public sector, wages have been frozen at the 1985 level in real terms and investment has been drastically reduced.

As a result, the government has met "all the targets set in its PREF," an IMF statement said earlier this year. The actual deficit shown in 1984 has been turned into a small surplus while the overall budget

MAURITANIA

A M... CONFIDENCE

Plans are currently underway to expand the present port at Nouakchott for the fishing industry.

deficit has been reduced as a result of debt rescheduling. The fishing industry helped contribute to a healthy trade surplus and, along with further funds from abroad, dramatically improved the balance of payments situation. Inflation, which had reached nearly 20 percent by the early '80s, is now down to 7 percent.

Real economic growth is likely to be less than the 4 percent achieved last year, but 1987 should mark the third consecutive year of expansion for Mauritania's economy.

Although the level of external debt remains high, the government's determination to resolve Mauritania's economic problems has clearly won the support of the international community.

The IMF has shown its confidence by approving three successive 12-month standbys; the most recent



facility, of SDR 10 million, was approved last May.

Following each IMF standby, the Paris Club of official creditors has rescheduled Mauritania's external debt. It accorded the government particularly favorable repayment terms at

its meeting in Paris last June.

Further support has come in the form of a \$33.1 million World Bank structural adjustment loan which was agreed upon last June. The first half was released almost immediately

and the remainder is due next year. Meanwhile, the African Development Bank is considering providing a \$70 million loan for the recovery program, and France has promised to provide further funds.

In some respects the

government has been lucky. The pattern of drought which has marred recent years seems to have been broken. The annual rains (June to October) were good in most parts of the country, particularly in the narrow strip of land

along the Senegal river in the south, where most agricultural production is based.

Cereal production has substantially increased. This season's net output is expected to be about 107,000 tonnes, compared to 95,000 tonnes in 1986, 58,000 in 1985 and the disastrous 20,000 in 1984. At the same time, pasture has improved, helping to re-establish the herds of cattle, goats and sheep.

The industrial sector is beginning to pick up. The oil refinery at Nouadhibou has restarted after years of neglect. A new gas bottling plant has opened in Nouakchott. The steel manufacturing plant in Nouadhibou has also begun operations again after a break of several months.

But the recovery remains fragile because the economy is still heavily dependent on exports of iron ore and fisheries for foreign exchange earnings.

In the mining industry, there is little prospect of a major upturn in commodity prices. Copper mining at Akjoujt, due to resume

in 1987, has been postponed because of the continued low world prices. Now it seems unlikely that the mine, which ceased operations in 1978, will reopen within the next two years, although the extraction of gold from the tailings may begin next year.

The exploitation of gypsum reserves outside Nouakchott has resumed, and production of plaster in a plant outside the capital began last year.

The political situation remains delicate. At the end of October, the government announced that it had uncovered a plot to overthrow the head of state, Colonel Ould Taya. The incident is the latest indication of discontent among southern black Africans, who complain their political and economic life is dominated by the northern Moors.

And in September, the minister of finance and economy, the minister of fisheries and the governor of the central bank were suddenly dismissed from their posts. Their removal prompted a flurry of calls to world bank officials in Nouakchott asking if the government was changing policy on the economy. Since then, however, the three have been arrested in a scandal involving the granting of loans to a Mauritanian businessman without guarantees and non-declaration of foreign assets.

The government has been quick to reassure Mauritania's creditors and donors that it will maintain its policy. The current reforms are already being extended to include both the banking and fisheries sectors, while more price controls are to be lifted on a number of basic products.

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El Hadj Amadou Wone
Director General of SOMIS

SOMIS was created by a decision from the Council of Ministers on 2 September 1984.

A mixed investment company composed of the State as the largest shareholder, with the company SONIMEX and several private companies, SOMIS inherited the situation of the ex-SOSUMA, the former Société Mauritanienne de sucre (Mauritanian sugar company) which cost Mauritania approximately 2 thousand million 'ouguiya' (main currency) and which at the outset had assembly line faults and the factory was closed in 1976; it reopened in 1980 with Algerian collaboration who extended a credit of 10 million dollars to Mauritania.

On 2 September 1984, Mauritania decided to re-establish it as the Société des Industries du Sucre (Company of Sugar Industries) (a service company), in fact the monopoly of sugar sales belonging to SONIMEX. SOMIS carries out the conglomeration process for SONIMEX who supplies it with the raw material (crystal-

ised sugar) and removes the conglomerated sugar. SOMIS has had problems of a technical nature due to inexperience with the production equipment which was not a prototype and which stood for a long period without operating, subjected to bad weather, sea winds, rust, etc. Nevertheless substantial progress has been made in this area and, little by little, SOMIS is becoming fully experienced in the operation of this production equipment and is hopeful of overcoming all these difficulties over the next few years.

The task before SOMIS is to supply the home market with sugar and its capacity has been established with this goal in mind. It also hopes to be able to effect a horizontal integration in sugar production and form the cultivation of the cane up to production of the sugar in pieces. SOMIS production was decided in accordance with SONIMEX: in the year 1985 it would produce 21,000 ton. In 1986, it would produce 30,000 ton. The factory capacity is 35,000 ton which only covers the needs of the home market and the production price fluctuates between 15 and 17 'ouguiya' per kilo (1.50 FF to 1.70 FF).

SOMIS is currently involved in the following projects:

- Overcoming technical problems
- Local worker training (general mechanics — electricity — etc.)
- Technical assistance (to improve the technical skills of locals)
- The Italian company Reggiane is taking care of the maintenance and upkeep of the prototype sugar loaf production plant.

- Technical Assistance Contract with (ENA Sucre) Algeria.
- With a view to the overall economic development policy of the country, SOMIS is currently discussing the possibility of incorporating sugar cane cultivation and acquiring a sugar cube production plant as part of its future projects.

SOMIS

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MAIN FEATURES

- 1) SONIMEX is a semi-public corporation, 62% controlled by the state of Mauritania, which enables it in conjunction with the Ministry of Public Trusteeship to negotiate advantageous international contracts e.g. rice with Thailand, tea with the People's Republic of China.
- 2) The purpose of the company is to provide the country with basic foodstuffs and staples (rice, tea, sugar) and, by having a monopoly on importation, to control more efficiently the purchase price and ensure a regular income from customs dues to the treasury.
- 3) A distribution network covering the whole country; representation in all the regional capitals (including 14 agencies) and collaboration with the Chamber of Commerce enables SONIMEX products to be made available in all places and at all times.
- 4) SONIMEX has a monopoly on the exportation of gum arabic; to this end and within the framework of the policy of regeneration of the gum industry adopted by the management SONIMEX is keen to support the action of the Ministry for Rural Development in the purchase of acacia trees and to encourage afforestation.
- 5) Controlling bodies: A Board of Administration, Governing Body and Board of Management that is experienced, conscientious and skilled in management techniques has turned SONIMEX into a model company in the national economy.



Mr. Moussa Fall, Director General, SONIMEX

MAURITANIA

While many aspects of daily life remain the same for men at work (far left) and women in the market (top center) there are evident signs of change such as the new minibuses (lower center) and ubiquitous Coca Cola (below).



Modern Capital Takes Shape

NOUAKCHOTT, the capital, keeps on growing and spreading its tendrils over monotonous miles of flat desert.

About one quarter of the country's 1.6 million people are thought to live in the city now. They come in search of work, better health and education services and food aid, particularly during the drought years. But they put a tremendous strain on the public services, which is why the government is drawing up a master plan for development of the capital. It aims to control the city's expansion in order to provide better services, including water and electricity supplies even to the shanty towns.

The city has taken on an air of prosperity over the last four years. It looks greener. The small line of trees on the main avenues

have been watered by three years of good rainfall. The herds of camels which were brought to the outskirts of the capital during the drought years have mostly been taken back to the countryside.

Construction projects are going ahead despite cuts in public investment. Work on a new power station just outside the capital is progressing steadily. Already power and water supplies have improved. There are fewer power cuts. A port, gas bottling plant and plaster plant just outside the city's boundaries have all been completed within the last year or so.

Hotel accommodation has improved dramatically. The Novotel hotel opened its doors in December last year, while the Marhaba hotel reopened in November after renovation. More restaurants have appeared around the center of the



city. Frisco is a favorite venue for foreigners. In the luxury of an air-conditioned room with green lighting and a small fountain, they can eat traditional couscous (although only on Wednesdays, Thursdays and Fridays) or international cuisine. Or they can stop off for a hamburger at Rimal on the main avenue. Efforts are now being

made to improve roads. Nouakchott now has a "périphérique," which carries traffic away from the center to the old town, the Ksar. Enormous machines are resurfacing around the main thoroughfares in the capital, to the obvious fascination of dozens of onlookers. The road south, to Rosso and across the river to neighboring Senegal, has

been repaired. Without the numerous pot-holes, the border can be reached in two hours.

Mini-buses have appeared on Nouakchott's streets over the last year, since the government opened the public transport sector to private initiative. They ply the main tarred roads of the capital alongside the old battered green



and yellow Renault taxis. Fares are cheap but there are never enough places for passengers. If you don't have your own car, you can spend hours waiting for a lift. Inevitably, the traffic has gotten worse despite the installation of new traffic lights.

Partly to resolve employees' chronic transportation problems and partly to increase efficiency, the government has changed the working day. Now, in theory, employees work from 8 to 3. Some international companies, like SNIMsem, work until 6 with a break at lunch-time so that they can stay in contact with their customers abroad.

Mauritania is less cut off from the outside world now. Since the introduction of satellite telecommunications last year, direct dialing is possible almost anywhere in the world. Ironically, the domestic telephone system doesn't work so well. And if you don't have the telephone number you want, the out-of-date telephone directory is unlikely to give a clue.

Today the beautiful, temperature-controlled wine racks at the year-old Novotel hotel in Nouakchott lie empty; they have never been used. The bar price list has been taken off the wall at the El Amanne hotel and placed behind the bar, while the champagne buckets are now used to catch drips from the air conditioners.

The import, sale and consumption of alcohol has been banned in the Islamic Republic of Mauritania since October 1986. But there are exceptions to every rule. Embassies and foreign aid workers are exempt. And in Nouadhibou, where a lot of foreigners work, particularly in the fishing industry, alcohol is readily available to non-nationals in the bars and hotels, although a whiskey could cost you UM 300.

Society is changing gradually. Traditional values are being eroded by the creation of a modern state, the settling of nomads and the influence of the West.

Television plays a more important role in family life now. Many families set

tle down in front of the screen at 7. A lot of the programs are in Arabic, but a current favorite is a French cartoon on the adventures of Tom Sawyer.

Women are playing a more prominent role. There is a woman minister and two junior ministers in the government. They have broken with tradition and studied abroad prior to carving a career for themselves.

Women also dominate the market place. They travel unaccompanied to Las Palmas, Spain and elsewhere to buy their wares. A few women now wear shorter skirts and even trousers, but they are the minority. Most still prefer the traditional veils for Moors and boubous for Africans.

Some things have not changed in Mauritania. The traditional hot sweet mint tea is still drunk everywhere, though the government tried to ban the tea-making in offices because the preparation and drinking of the compulsory three glasses is time-consuming. The roads have improved, but the standard of driving remains the same. Nothing, not even military roadblocks, has stopped Mauritanian men from circling the city at night, headlights ablaze, at full speed in their cars.

And, as always in this hard but hospitable country, there remains the unshakable conviction that, come what may, God will provide.



SOCIETE MAURITANIENNE D'ASSURANCE ET DE REASSURANCES

(Mauritanian Insurance and Reinsurance Company)

Created in 1974 with a Capital of 100 million ouguiya
S.M.A.R. is the only Mauritanian company working in the field of insurance.

It is active in all branches of insurance:

- Automobile
- Cargo transport — aviation:
- Fire and associated risks:
- Comprehensive workplace cover:
- Various workplace cover — machine breakages:
- Theft — multiple domestic indemnity
- Temporary life cover:
- Individual and collective accident

There is no denying its success in this field despite a difficult environment. In its 12 years of activity it has increased its turnover five-fold, trained high-quality technical staff, spread its commercial network to several regions of the country and strengthened its solvency margin, which broadly matches international norms.

Since February 1987 it has extended its activities into insurance for the fishing boat fleet. It is actively setting about developing its life assurance branch and computerizing its administrative system.

Besides having this role in preserving the individual and collective heritage, S.M.A.R. makes a positive contribution to the economic development of the country.

a) Directly, through its investments: the imposing building that it has had built houses its head office and that of several other national companies, while its housing estate has enabled it to house all of its officials. It also intends to construct another building in Nouadhibou (economic capital).

its interests make it a shareholder in several companies and institutions:

- The National Development Fund;
- The Nouakchott Public Transport Company;
- The AFARCO-Mauritanie Estate Agency
- The African Reinsurance Company (AFRICA-RE)

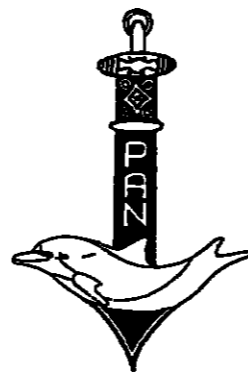
b) Indirectly as an agent of institutional savings. In 1986 its term deposits accounted for an average of 25% of all bank deposits in this category.

S.M.A.R. enjoys privileged relationships with the world's biggest insurers and reinsurers. It is a member of several regional and sub-regional professional organisations, in particular FANAF, O.A.A., U.G.A.A. and F.A.I.R.

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B.P. 163 NOUAKCHOTT TELEX: 527 MTN TEL: 526.50-526.54

الجمهورية الإسلامية الموريتانية ISLAMIC REPUBLIC OF MAURITANIA



ميناء انواذيبو المستقل AUTONOMOUS PORT OF NOUADHIBOU

A large Fishing Port in some of the Best-Stocked fishing waters in the world
A Port for Fishing and Commerce



Amerould H'Maïtha
Director General of the Port of Nouadhibou

Four activities are carried out in the Port:

- Handling minerals: this is run by SNIM and involves exporting iron oxides from the north of the country.
- Handling oil and petroleum products: this is run by SOMIR. It looks after the berthing of tankers which bring in crude oil to be refined in Nouadhibou.
- Fishing port activities: these are run by the Port; this involves landing the fish on the quay which is obligatory for all trawlers fishing in Mauritanian territory. Other operations cover trans-shipment and involve trawlers flying foreign flags.
- Trading port activities: these are also run by the Port and involve the reception of commercial shipping. An extension of this port is envisaged in view of the fact that traffic is growing.
- The administration of P.A.N. is to undergo re-organisation and an overall review of all its infrastructure. There is a project to set up a naval repair yard within this framework, which will make it possible to carry out repairs on the whole fleet working out of Nouadhibou.
- The redevelopment of the Baie de Repos (Bay of Rest) will cut down the congestion in the Port; in fact it will absorb the entire fleet of small boats.

Tel. (3 lines): 21-34;
22-78;
22-35.

Tel: 441 MTN.

An important port for fishing and commerce, the Autonomous Port of Nouadhibou will experience intense industrial and commercial activity in the coming years.

البنوك العربية الليبية الموريتانية للتجارة البحرية

SOCIETE ARABE LIBYENNE MAURITANIENNE D'EXPLOITATION MARITIME LIBYAN ARAB MAURITANIAN MARINE RESOURCES COMPANY

SALIMAUREM



Salah Mohamed Arbi
Director General of Salimaurem

— This is a joint institution between Libya and Mauritania that was created within the framework of inter-arab cooperation. Its capital is US\$50 million. Mauritania and Libya each holds 50% of the stock.

- It owns four refrigerated ships, 10 deep-freeze ships, a fish storage unit and a large processing and packing unit.
- It is one of the biggest in West Africa and is currently making great strides towards achieving its objectives.
- The company is involved in processing fish and sells it to the export company (SMCP).
- Restructuring of the company has led to partial leasing of the boats and the use of a number of others.
- The storage capacity of the unit has reached 4,000 tonnes, which is significant since it is not the only one of its kind at Nouadhibou.
- The company is able to process 50 tonnes of fish daily.
- SALIMAUREM aims at having a stable and qualified workforce; it has increased its potential with foreign staff qualified in deep-sea fishing.

Boite Postale 75, Nouadhibou, Mauritanie.
Télex: 452 MTN

مكتبة النور



Major irrigation work due to be completed next year should help these farmers on the M'Pourie agricultural project in the southwest to double annual production.

Progressive Moves Benefit Farmers

THE M'Pourie agricultural farm in the southwest corner of Mauritania just outside Rosso is an impressive sight at the end of November. The farmers have not yet harvested their rice crop. Hectare upon hectare of green paddy fields, fringed with tall sorghum plants, and line upon line of canals stretch far into the distance.

M'Pourie is the only state-controlled farm in the country. It covers about 2,000 hectares, and there are plans to double the land area. The land is divided into plots which are worked by individual farmers and their families.

M'Pourie has recorded some notable successes. Development of the land has cost less than elsewhere, only about UM 2,000 (US\$26.9) a hectare, compared with UM 600,000 a hectare around Kaedi.

"The farmers have taken to growing rice, even though it is not a traditional crop here," M'Pourie's director Sidi Ould Ismail commented as he proudly

showed off the farm. But growing rice is hard work, and the farmers' feet are cracked and sore from working long hours in water.

Now that they have mastered the art, the Chinese who provided financial and technical assistance to set up the farm nearly 20 years ago are gradually withdrawing. The number of experts will be cut from 14 to only four next year.

Nothing goes to waste at M'Pourie. The farm keeps over 100 cattle and feeds them on the waste from the paddy rice, the flour which is left when the rice is polished. The cattle are fattened and sold to the meat marketing board for slaughter.

There have been problems. An estimated one-third of the rice crop is lost every year through pest damage, mostly by birds. "They fly over from Senegal during the day and return there at night. But what can we do?" Sidi asks. The farmers have tried putting scarecrows in the fields, but they find it more

effective to stand there themselves clapping their hands.

And productivity is low. "A farmer usually grows between four and six tonnes a hectare, but farmers at M'Pourie have been growing only between three and three and a half tonnes a hectare," Sidi says. There is less incentive for them to grow more because they get paid the same, regardless of the amount they produce.

Despite these difficulties, the farm is now so well established that the government plans to withdraw its direct involvement. The land will be distributed to the farmers, while the local branch of the Union Mauritanienne des Banques de Développement will take responsibility for extending

the necessary credits to buy seeds, fertilizers and tractors. The farm management will retain only an advisory role.

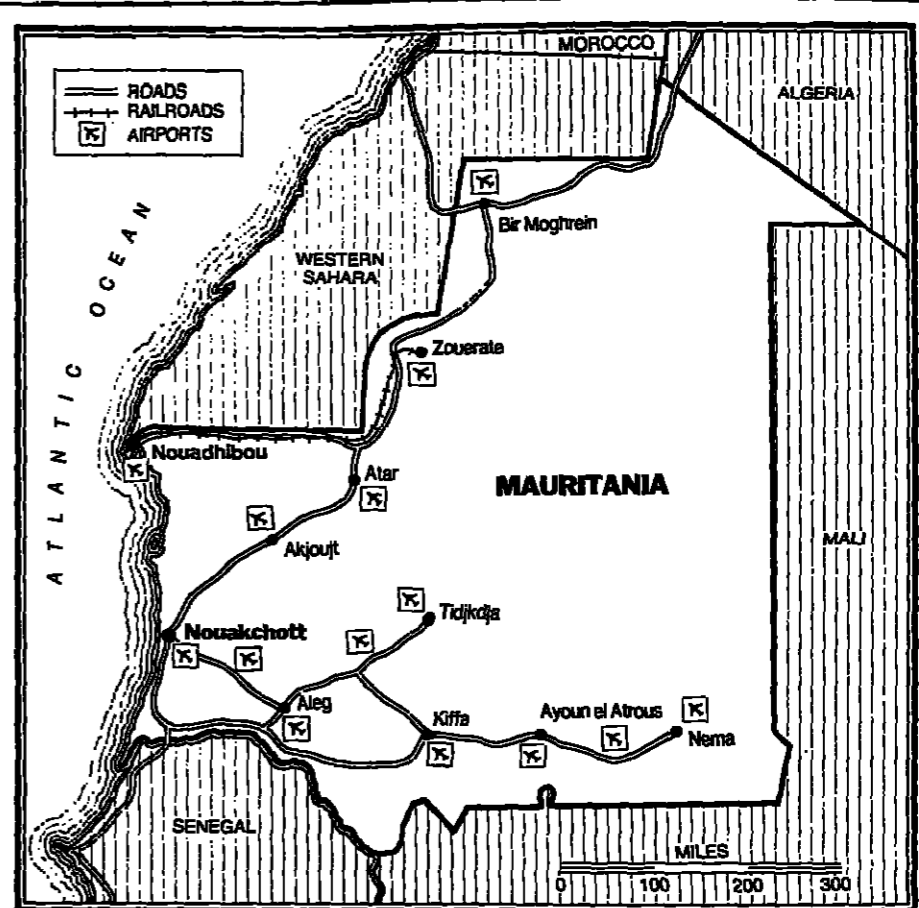
The government's main emphasis on irrigated agriculture, which in practical terms means rice production, is explained by the unpredictable annual rainfall. Even in a bad year, rice production was not seriously affected.

Among major irrigation projects now nearing completion, the Senegal river development organization (OMVS) has been jointly undertaken with Mali and Senegal. The project involves constructing two dams on the Senegal river: the Diama dam (completed last year) at the mouth of the river and the Manantali dam upstream in Mali.

For the farmers at M'Pourie, the Manantali dam promises a year-round water supply. They will no longer be restricted to a single sowing season. Instead, they will be able to raise a second crop and so double their production.

In parallel, the government has taken a series of measures to increase the farmers' incomes and boost overall production toward a projected 40 percent of domestic requirements.

It has raised the price it pays the farmers for their cereals by about 50 percent. The central agency, Commissariat à la Sécurité Alimentaire (CSA), now pays farmers UM 21 instead of UM 12-13 a kilo for miller and sorghum, and UM 18 a kilo for rice, compared with UM 12 previously.



At a Glance

The Islamic Republic of Mauritania lies on the Atlantic coast of northwest Africa and is bordered by the western Sahara and Algeria to the north, Mali to the east and Senegal, to the south. The climate is hot and dry, particularly in the northern area.

Area: 1,030,700 sq. km. Estimated population: 1.89 million. Capital: Nouakchott. Languages: Arabic and French. Currency: 1 ouguiya = 5 khouns. Exchange rate: US\$ 1 = 74.8 ouguiya.

It has reformed land ownership. Under a decree issued in 1984, the government no longer recognizes the right of collective, or tribal, ownership. Any land that is not owned by a particular person or cooperative automatically reverts to the government and is, in theory, redistributed to farmers that will work the land.

It has coordinated an international effort to reduce crop damage by pests, including grasshoppers and locusts. And it has tried to resettle farmers and herders who left for the towns during the drought years.

Organized through the CSA, the rural development ministry and the secretary of the ruling military committee, the campaign offered free transport and supplies of seeds, fertilizers and equipment in 1985 and 1986. This year, the government ran a similar campaign, but charged a nominal fee for the service. Government encourage-

This Advertising Section was written by Isla McClean.

SAMMA

SOCIETE D'ACCONAGE ET DE MANUTENTION EN MAURITAINE
(Mauritanian Lightering and Handling Company)

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Telex: 433 MTM. Tel: 45 263/45 364/45 983.

Capital 100,000,000 UM.

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EQUIPMENT & FACILITIES:
Handling: 21 cranes (5T-11T-17 to 20 tonnes)
Haulage: 20 trailers (14T-20T-24T to 32 tonnes)
7 tractors, 1 lorry
Lightering: 2 flat-bottomed boats (250-300 t)
1 lighter (250-300 t), 1 tug (150 h.p.)

Approved by the Port Authorities for all shore handling operations in the Nouadhibou harbour zone.

Agents throughout the world.

Employed by the Department of External Trade and Public Works & Industrialisation of Mauritania.

REPRESENTATION IN MAURITANIA

Norwegian Consulate
S.G.S.
Lloyd's
Salvage Association

Islamic republic of Mauritania

THE FRIENDSHIP PORT OF NOUAKCHOTT

— The Maritime establishment and the Port favour South-South cooperation.

— The establishment's objective is to recover the traffic that mainly moves through the port of Dakar.

— Commercial trade with countries belonging to the CEAO is an important issue for the Maritime establishment.

— All its activities will be moved to the Port, which the Mauritanian state regards as a more modern facility than the Maritime establishment.

— A training programme for the entire workforce is currently underway to meet the service needs of the port.

— With this new port, it is now easy to establish regular links between Mauritania and the Maghreb.

Maritime Establishment and Project for a Deep Water Port in NOUAKCHOTT

Created to meet the import and export requirements of our country and therefore reducing its economic dependence vis-à-vis foreign countries, the task of the wharf in Nouakchott was to unload 50,000 tons annually, with this figure capable of being increased to 100,000 tons by the strengthening of existing equipment.

In 1968 the first extension of the Wharf took place for an investment of 83,081,704 UM from the EDF; the second took place in 1975 for an amount of 84,401,137 UM from the CIO and the last was to become a reality in 1981 with the construction of the cement-manufacturing docking wharf. This construction cost the Cement Company of Mauritania a sum of 12 million Ouguiyas.

After this last extension, the annual unloading capacity of the Wharf is 450,000 tons.

In 1982, 325,442 tons were unloaded, of which around 94,336 tons of cement is the largest figure ever achieved since the building of the Wharf.

E.D.F.: European Development Fund
C.I.O.: Crédit Industriel de l'Ouest (Industrial Credit of the West) (France).

Kane Ould Mahmoud
Director General of the Maritime Establishment and Friendship Port, Nouakchott

TEL.: 514-53 516-15
B.P. 267-NOUAKCHOTT
TELEX: 538 MTN

MINISTERE DES PECHES ET DE L'ECONOMIE MARITIME
(The Ministry of Fisheries and Maritime Economy)

The development of the Fisheries Sector in Mauritania actually took off with the new policy on fisheries. That policy stipulated that the entire catch should be off-loaded at Nouadhibou. This inspired the provision of fishing tackle on a national scale and the setting-up of the Mauritanian Fisheries Marketing Board (MFMB). These are the three constituent elements of this new policy whose major objective is to ensure that the fishing sector wins through. Mauritania has very large resources of fish and, bearing in mind the periodic recurrence of drought, the world crisis and the war Mauritania had to put up with until 1978, these resources are vital for its development.

Indeed, the fishing policy has given a good account of itself since 1979 and has established its viability. There is of course still a great deal to be done to carry the policy to completion. For instance, there is the need to create the right environment, establish on the ground certain industries which will provide facilities for freezing the catch and exporting it in its frozen form, and stocking it as long as the market is favourable. There is every need to ensure that the problem of training of fishermen is tackled. Actually, the fishermen of Mauritania were denizens of a nomadic world. They now have to adapt to a new seafaring life and master the secrets of using novel equipment from abroad. Within this context, there is also the problem of developing the resources in fish, which must be tackled at a level which is tolerable. This is an imperative need which must be met if any premature depletion of fish stocks is to be avoided. Indeed, the fish population needs to be protected and shielded from predators who lie outside the country's ambit. This means constant supervision of Mauritania's coastline. Mauritania is bringing all its influence to bear on carrying through a number of projects designed to promote the rapid development of fishing. They relate to the following areas:

1. Naval repairs. As a matter of fact, Mauritania has a sizeable fleet and its Number One priority is to establish repair shipyards.
2. Infrastructure: developing the "Baie de repos" and Nouakchott harbour.
3. Industrialisation. Mauritania is striving hard to upgrade the fish caught, to ensure that it is exported either sliced or filleted. Hence the search for external partners interested in setting-up industries for fish processing at Nouadhibou.

It is clear that a new fisheries policy is being established, a policy which will be better structured than its 1979 prototype, and will be a substantial improvement on its predecessor, so far as it learns from the mistakes of the past. In point of fact, a sectoral study has been undertaken and financed by the Kuwaiti Fund, the World Bank, the French Economic Cooperation Fund, with supervisory staff supplied by FAO, working under the direction of a British Study Bureau known as the Crown Agency. In the light of the findings of that study, the broad lines and essential directions in which the new fisheries policy will operate, will be laid down. Mauritania intends to forge links with its partners, based on mutual respect and seriousness of purpose.

For further information please contact the Ministry of Fisheries and Maritime Economy:

Le Ministère des Pêches et de l'Economie Maritime
B.P. 137, Nouakchott
Tel: 52476 Telex: 595 MTN.

Harvesting the Sea

THE fishing industry in Mauritania is a prime example of how much can be achieved by a government that is determined to diversify the national economy. In the 1970s the country was heavily dependent on a single commodity, iron ore. Since then the fishing industry has grown from virtually nothing to become the country's highest foreign exchange earner and an important source of government revenue.

Its rapid growth followed a change in government policy in 1979. To ensure that Mauritania benefited from its rich fishing grounds, the government decided that foreign participation in the industry would be encouraged but that partners would have to set up joint ventures and construct on shore facilities. Subsequently, since

1982, all fish catches have been offloaded in Mauritania for storage and processing. And, since its creation in 1984, the state-owned Société Mauritanienne de Commercialisation du Poisson (SMCP) has enjoyed a monopoly on the local purchase and export of this rich harvest.

Exports have shown tremendous growth since the new policy was introduced, reaching a record 373,000 tonnes in 1985, compared with only 77,100 tonnes in 1980. Although the figure dropped slightly in 1986, it should recover this year following new fishing agreements with the European Community and Algeria.

Earnings have soared, not only because of the increase in export tonnage but also because of the rise in price of specific species. Total exports were in the region of \$278 million in

1986. Of this total, the SMCP exported 60,000 tonnes worth \$153 million. In the first eight months of this year, it exported 47,011 tonnes of frozen fish worth \$107 million. Most of its exports go to Japan.

Just how fast the industry has taken off is evident on a night visit to Nouadhibou, where the lights of the moored fishing vessels shine out along the shoreline. Further south, the fishermen's beach in Nouakchott is swarming with fishermen and small-scale traders, sitting beside piles of fish, while small boys throw fishing lines into the sea from the shore.

Such rapid development has not been without its problems and distortions. Although the industry earns huge sums, up to 80 percent leaves the country in loan repayments and payments for ship services.



Furthermore, the government had been advised that the quantity of fish currently caught, some 600,000 tonnes a year (including estimates of illegal catches), is about the maximum that can be taken without dangerously depleting the stocks. "We have reached the limit of

exploitation of the resources. We can no longer increase the quantity of fish caught. Nor can we reasonably expect prices to rise significantly in the near future," says Dr. Cherif, secretary-general of the Ministry of Fisheries.

In response, the government adopted a new long-

term strategy for the fishing sector last April. This policy, largely based on a study of the sector by England's Crown Agents, has two overall aims: to conserve resources and integrate the fishing industry into the rest of the economy.

Since the beginning of

The fishing industry is a sure source of food and a rich revenue earner for the people of Mauritania.

the year, the government has stopped issuing licences to foreign vessels to fish for demersal (bottom dwelling) fish. The few licences which are still valid will not be renewed when they expire, Dr. Cherif said. The demersal fish are now reserved exclusively for local fishermen.

New fishing zones have been set out to restrict the catches in specific areas. For example, under the Soviet fishing agreement, vessels are not allowed to fish for pelagic fish in less than 30 meters of water. In addition, the government has plans to improve fisheries surveillance to stop illegal fishing.

Eight studies on future development are underway and due to be completed by the beginning of 1988.

To increase the net contribution of the fisheries

sector to the economy, the government is looking into the development of new port facilities. Feasibility studies are currently being made on improvements to the port at Nouadhibou, the construction of a ship repair yard also at Nouadhibou and the possible construction of a fishing port at the country's only other port, Nouakchott, which opened last year.

Further studies concern the development of a shrimp fishing industry, the promotion of artisanal fishing, and changes to the tax regime and licensing system, as well as improvements in employment and training.

The projected cost of these changes should be around \$60 million. But that is a small price to pay if Mauritania is to conserve its harvest of the sea.

Woman Wins Key Position in Mining Industry

KHADIJETOU Mint Ahmed has moved further up the political ladder than any other Mauritanian woman. In May she was appointed Minister of Mines and Industry, making her the only woman in government since the military took over in 1978 and the first to be given a technical portfolio.

The 33-year-old mother of two sees her appoint-

ment as part of the government's year-old decision to discriminate positively in favor of women. "It is government policy to give women their rightful place in the construction of the nation. That was clearly stated in the head of state's speech in Nema last year. So the government decided to appoint a woman to head a department," she says modestly.

But it is not just any ministry she heads. She holds what is arguably one of the top five posts in government, for her responsibilities include the all-important iron ore mining industry, which is Mauritania's largest net foreign exchange earner and a major employer. Inevitably, she has been called Mauritania's "iron lady." She finds the nick-

name amusing. "Why not?" she asks.

Khadijetou, an economics graduate from Mohamed V University in Morocco, worked for ten years at the Banque Centrale de Mauritanie, where she headed, in turn, the economic studies, balance of payments and credit departments.

Now she is applying her expertise on a far larger

scale and, so far, seems confident in the progress that has been made: "The management is determined to play its crucial part in the national economy."

The iron ore mining industry is currently experiencing financial problems because the world iron and steel markets remain depressed and the value of the US dollar has fallen. Earn-

ings last year totaled about \$150 million, but will be significantly lower in 1987.

World prices are now lower in real terms than in 1975. This year, the iron ore mining company, Société Nationale Industrielle et Minière — société d'économie mixte (SNIM-sem) had to concede an average 11 percent price cut during negotiations with its European customers, who im-

port about 90 percent of Mauritanian exports. SNIM-sem has been unable to make up the loss of earnings by increasing export tonnage. Iron ore shipments, slightly down on the previous two years, will total only about 9 million tonnes, compared to a target of 10 million tonnes and potential capacity of 12 million.

In addition, the company is having to service the foreign debt on loans contracted in the early 1980s to finance a \$350 million investment in a new mine at El Rhein, the first stage of a two-part Guelbs project. Loan repayments are currently running at approximately \$40-45 million a year, equivalent to roughly one-third of the company's turnover.

Despite rescheduling some \$11 million owed to France and Japan, SNIM-sem faces making a loss, possibly of UM 1,000 million (US\$13.4 million), after profits of UM 450 million in 1985 and UM 30 million in 1986. The final figure will depend on whether the government goes ahead and reduces the company's tax by 50 percent. That will be a tricky decision to take, for any reduction in SNIM-sem's taxes will automatically reduce central government revenue.

Faced with these financial difficulties and little prospect of a major turnaround in the world market, SNIM-sem is carrying out a major restructuring program aimed at cutting costs and increasing productivity. The \$90 million program, which will run until 1995, is being financed by World Bank, European Investment Bank, European Community, Kuwait Fund, African Development Fund, France's Caisse Centrale de Coopération Economique, and the Arab Fund for Economic and Social Development.

So far the donors have been impressed with the pragmatism shown by the SNIM-sem management. Last year, the company cut its work force by about 1,000, although some estimates put the number at 1,500. It has sold its three private aircraft to Air Mauritanie, the national airline, and has leased management of its hotel outside Nouadhibou to a French company.

SNIM-sem is also carrying out major rehabilita-

tion work. One project will improve the 652 kilometer railway which carries ore from the mines near Zouerate to the mineral port near Nouadhibou. The iron ore enrichment plant at the El Rhein mine, which opened in 1984, will also be modified.

A second phase of the Guelbs project, involving a new mine at Oum Arwagan and another ore enrichment plant, had been scheduled for 1990 and would have cost \$500 million. Now it is likely this project may be postponed.

Cancellation of the pro-

ject would be due to discovery of new iron ore reserves about 60 kilometers from Zouerate. Officials are excited about the discovery because the ore is of high quality, like the existing mines at the Kedia. That means there would be no need for an enrichment plant like the one at El Rhein and investment levels would consequently be lower than those at Oum Arwagan. An announcement is expected at the next SNIM-sem board meeting in January 1988.

Meanwhile, despite the difficulties of selling iron ore in a depressed market, SNIM-sem's Paris-based commercial team has won praise for its efforts to find new markets. Last year SNIM-sem broke into the American market with shipments that totaled 600,000 tonnes. This year it looks likely to repeat its success in Pakistan. And, to satisfy the current demand for finer grade ores, the company is also investing in a new crusher at Pointe Centrale, the headquarters outside Nouadhibou.

الشركة الموريتانية لتسويق الاسماك

S.M.C.P.

SOCIETE MAURITANIEENNE POUR LE COMMERCIALISATION DU POISSON
The Mauritanian Fish Marketing Board



Cheikh El Afia Ould Mouhamed Khouma, Director General, S.M.C.P.

The Mauritanian Fish Marketing Board has had encouraging results compared with the position prior to its establishment. Indeed, the year 1985 recorded a turnover of US\$105 million for exports totalling 60,000 tons, a figure out of all proportion to the statistics of previous years.

SMCP's importance is felt at three levels: first, as regards payments balances, secondly from the standpoint of actual physical infrastructure, and also as it is reflected in the Public Revenue in income from duties charged.

The 1985 catch exceeded all expectations: 220 million as against economic and financial projections of approximately 250 million. This substantial improvement was maintained in 1986, and in the first six months of that year a steady increase of 70% was registered compared with the position in 1985. This gives cause for optimism, since the actual turnover also showed an upswing of 70%. During the first

six months of 1986 production rose by 10%, as a result of a 25% increase in the fishing fleet and by the end of the year the total exports showed a value of US\$150 million. The increase was due in the main to a price rise on the international market, since output from the leading competitors - Spain and Morocco - was fairly low, which meant that demand outstripped supply.

SMCP enjoys good relations of trust and comradeship on the foreign market. It has three large outlets, the largest being Japan, which, in 1986 absorbed 73% of the tonnage. Quite a few contracts were signed with Japanese firms, thus guaranteeing the sale of a substantial percentage of SMCP's output. The second market is the European market comprising Italy, Spain and Greece. It is a stable market with remunerative prices representing 26% of the tonnage in 1986.

The only fly in the ointment, so to speak, as regards SMCP's marketing policy is the African Market, which has failed to absorb the scheduled tonnage estimated at exactly the same figure as the tonnage for Europe. Only 1% of the 1986 tonnage was allocated to the African market. The problem is due to the purchasing power of the African countries and, especially, to shortage of transport, which is a definite constraint. Such a situation compels African States to buy in small quantities, which hardly justifies chartering a cargo-transport. Add to this the fact that there are no regular lines of communication between Mauritania and Africa, and you have a major handicap. However, an attempt is being made to get round these difficulties by entering into stable contracts with serious-minded customers of substance who will become regular purchasers. In due course the problem will be solved.



BAMIS

LA PREMIERE BANQUE DE LA PLACE

- Its success has encouraged the trend towards privatising banks in Mauritania.
- Since May 1986 the bank's resources have increased by 28% against a parallel growth of 23% in replacements.
- The surplus has been used for a new foreign trading operation aimed at supplying the country with foodstuffs.
- The success of this bank is the fruit of a favourable local environment (Islamic) valued by foreign partners.
- The return on investment deposits in the first financial year reached 14% net.
- The rate of return on principal capital is around 15% before tax.

SERVICES

All of BAMIS activities are conducted on a non-interest basis. The following services are provided:

BANKING SERVICES:

BAMIS performs all banking services both on its own behalf and on behalf of its foreign or domestic clients.

a) Deposit Accounts

The bank receives funds in the form of entries into accounts and on the basis of compensating withdrawals and deposits. Deposits fall within the following categories:

Call Deposits Accounts: funds are deposited with the bank which is authorized to utilize them. The bank receives any profits and bears any losses. There are no conditions with regard to deposits and withdrawals.

Non-Specific Deposit Accounts: funds are deposited with the bank by depositors wishing to participate in its financing of economic activities. In return depositors receive a set percentage of net profits in accordance with the conditions of the account in which they are recorded.

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c) The bank levels off accounts and finds suitable investment for any surplus funds collected by itself or similar financial institutions.

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NYSE Most Actives table with columns: Vol., High, Low, Last, Chg.

Market Sales table with columns: NYSE 4 p.m. volume, NYSE prev. close, etc.

NYSE Index table with columns: High, Low, Close, Chg.

Monday's NYSE Closing logo and text: Via The Associated Press

AMEX Diary table with columns: Advance, Decline, Unchanged, Total Issues, New Issues, New Lows

NASDAQ Index table with columns: Composite, Industrial, Finance, Insurance, Utilities, Transp.

AMEX Most Actives table with columns: Vol., High, Low, Last, Chg.

Dow Jones Bond Averages table with columns: Bonds, Utilities, Industrials

NYSE Diary table with columns: Advance, Decline, Unchanged, Total Issues, New Issues, New Lows

Odd-Lot Trading in N.Y. table with columns: Buy, Sell, % Buy

Dow Jones Averages table with columns: Open, High, Low, Last, Chg.

Standard & Poor's Index table with columns: Industrials, Transp., Utilities, Finance, Insurance, Utilities, Transp.

NASDAQ Diary table with columns: Advance, Decline, Unchanged, Total Issues, New Issues, New Lows

AMEX Stock Index table with columns: High, Low, Close, Chg.

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

NYSE Rises; Dow Up 45 Points

NEW YORK — Stock prices advanced Monday on the New York Stock Exchange with the Dow Jones industrial average rising 45.43 points close at 1,812.17 in a rally sparked by a firmer dollar.

Analysts said the market was being driven by a stronger U.S. currency and speculation that the United States will cooperate to support the dollar. They said that most of the buying came from foreign investors, who were calmed by an apparent shift in the Reagan administration's policy toward the dollar.

United Telecommunications was the most active NYSE-listed issue, up 1/4 to 24 1/2. E.F. Hutton followed, up 1/4 to 27 1/2, with Storage Technology was third, unchanged at 14.

AT&T gained 1 1/2 to 27 1/2. IBM was up 1/4 to 109 1/2. Among other blue chips, General Electric was up 1/4 to 41 1/2, American Express was down 1/4 to 21 1/2 and Kodak was up 1/4 to 45 1/2.

In the oil sector, Exxon was up 1/4 to 37 1/2, Mobil was ahead 1/4 to 35 1/2, Texaco was up 1/4 to 32 1/2 and Pennzoil was off 1/4 to 74 1/2.

Prices were mixed in active trading of American Stock Exchange issues.

Once again, it's the market against the Dow

said Larry Wachtel, a analyst with Prudential-Bache Securities Inc. "But as far as I'm concerned, 30 blue-chip stocks do not make a market. This is not a rally. It's kind of a fake-out rally."

"The market is really not doing much of anything," said Ralph Acampora, director of technical research at Kidder, Peabody & Co. He said the Dow's advance was basically "a pop in the blue chips."

Mr. Acampora said the psychology on Wall Street remained "gloomy and bearish" and that the market would continue to test for new lows.

"We are in the process of testing," he said. "There was too much damage done" in October, "so it's going to take time."

A.C. Moore, director of technical research at Argus Research Corp. in New York, said he was cautiously optimistic that the market could avoid a dip below the mark established on Oct. 19, when the Dow closed at 1,738.74.

"The markets are very oversold," he said, "important technical indicators are oversold."

"The tape is taking on a slightly firmer tone. There is cash on the sidelines and stock waiting to be bought," he said. "Anytime investors are negative, they are usually on the sidelines and have sold the stock they intended to sell. That could mean a move the other way."

Mr. Moore said the market could get a boost from the October data on the U.S. merchandise trade deficit, set for release Thursday. He said the October deficit should narrow to around \$13.8 billion from \$14.1 billion.



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Large table of stock prices (A) with columns: High, Low, Last, Chg.

Large table of stock prices (B) with columns: High, Low, Last, Chg.

Large table of stock prices (C) with columns: High, Low, Last, Chg.

Large table of stock prices (D) with columns: High, Low, Last, Chg.

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Large table of stock prices (O) with columns: High, Low, Last, Chg.

Large table of stock prices (P) with columns: High, Low, Last, Chg.

Large table of stock prices (Q) with columns: High, Low, Last, Chg.

(Continued on next left-hand page)

Handwritten text in Arabic script: هكمان من النحل

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WALL STREET WATCH

Investors Turn to Utilities As Safe Haven After Storm

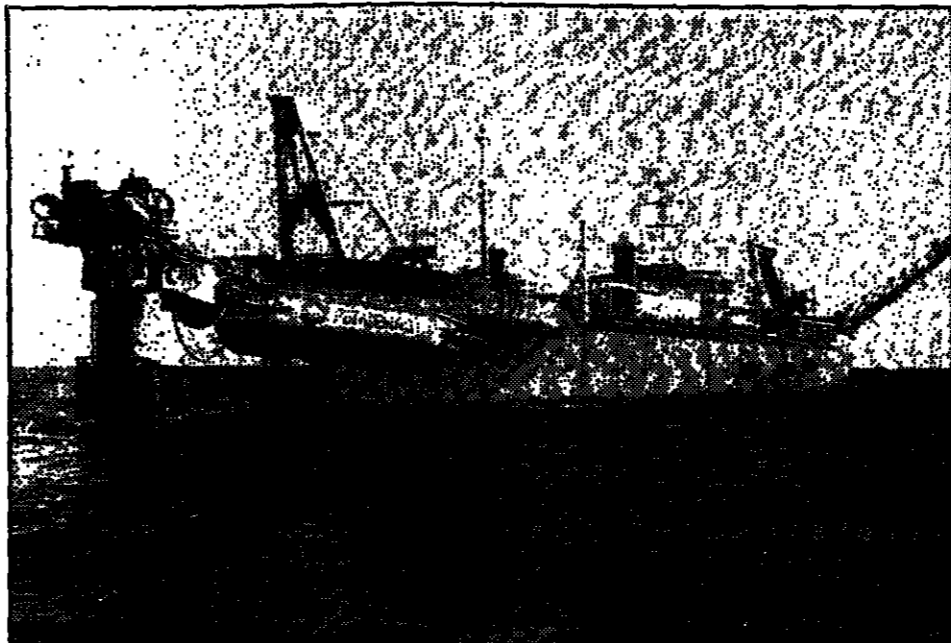
By VARTANIG G. VARTAN New York Times Service NEW YORK — After the October rout in stock prices, many investors turned to electric utilities in search of a safe haven. "Most utility issues offer high yields and superior price stability, which appeal to investors in a bear market," the Value Line Investment Survey noted. Some investors snapped up the highest yielding utility issues. Generally these companies have completed, or are about to complete, the construction of nuclear plants. Their shares carry more than usual market risk, since expensive nuclear projects often create rate-setting conflicts with state regulatory commissions. One example is Centene Energy Corp., a Cleveland-based electric utility. Its stock pays an annual dividend rate of \$2.56 a share and yields slightly more than 15 percent. Some Wall Street analysts, while underscoring the risk of a dividend cut, recommend the stock for investors willing to assume that risk. "I think it is a good investment," said Mark D. Luftig of Salomon Brothers. "Under the worst-case scenario, the company might reduce its dividend by one-third, but that would still provide a yield of 10 percent, based on current costs." S. Arlene Barnes and Nancy G. Ferrig, utility analysts at First Boston Corp. pick Centene as a "special situation" stock. "While we believe there continues to be risk of a cut in the company's dividend," they said in a recent report, "we think this is probably pretty much reflected in the stock price." Analysts say that usually, when a utility stock yields as much as 10 percent, chances of any dividend increases are pretty slim. But the weakness in stock prices since late October has resulted in a number of stocks that do provide a return of 10 percent or slightly higher. "Our first choice here would be Ohio Edison," the First Boston analysts said. "We consider its yield reasonably safe, the stock is very liquid and the company has a good deal of room for fundamental improvement over the longer term. Although they are less liquid, Public Service Co. of Colorado and New York State Electric & Gas also pay reasonably safe dividends in the same range."

Banking Turmoil In France

Strike Hits Checks, Supplies of Notes

PARIS — A weeklong strike and slowdown action by staff at the Bank of France has led to a buildup of uncleared checks and a growing shortage of cash at provincial banks, union and bank sources said Monday. The industrial action, coinciding with nervousness on foreign exchange markets, has paralyzed the bank headquarters in Paris, the sources said. The central bank's unions called a national "day of action" on Tuesday, when delegates from Bank of France offices around the country will be in Paris to plan strategy. The bank, which was nationalized in 1946, has 234 offices and branches throughout France. Key market operations rooms have been occupied by strikers since last Tuesday. While the bank has been able to continue surveillance of foreign exchange and money markets, its ability to process checks and bank notes has been hampered, the sources said. The strike, supported by 60 percent to 70 percent of the bank's 17,000 staff members nationwide, stems from a dispute over pay, conditions and job security. The Chamalières factory in central France, which prints 700 million bank notes a year, has been closed for a week. Workers there contend that the planned introduction of new technology will cost hundreds of jobs. They also say the technology will mean the use of thicker paper for bank notes, making the currency easier to forge. Talks between union representatives and the bank's governor, Jacques de Larosière, who is a former managing director of the International Monetary Fund, have been unsuccessful. The bank has offered a pay increase of 2 percent. A Bank of France spokesman said there was no threat to the bank's ability to monitor the performance of the French franc. But officials at one major clearing bank said the breakdown of the check clearance system made it impossible to monitor accounts properly. "It is annoying for everyone, but that's the point of strikes, isn't it?" one banker said.

Petrobrás Diversifying Overseas It Seeks Distance From Brazil's Economic Plight



Part of Petrobrás's offshore production system in the Campos fields.

By Alan Riding New York Times Service RIO DE JANEIRO — Long considered an important nationalist symbol, the huge state oil monopoly, Petrobrás, has decided to expand and diversify its operations abroad to help distance itself from Brazil's economic troubles. It is a complex strategy for a company that dreams of running itself like a private enterprise but faces constant interference from the government. Even as it yearns for a more prominent international role, Brazil's largest corporation cannot easily detach itself from the country's problems. Still, the program is going ahead. Already involved in drilling in Angola and the North Sea, the corporation last week signed an agreement with Teacoo Inc. for oil exploration in the Gulf of Mexico. Next it plans to set up a company in London to manage a range of new offshore operations. "My idea is to seek full involvement in the international market," Colonel Ozires Silva, who took over as president of Petrobrás 18 months ago, said in an interview. "If we limit ourselves to an island called Brazil, we can't have a performance different from that of Brazil." This became painfully apparent during the first six months of this year as the Brazilian economy tumbled into crisis. With the government holding down domestic fuel prices in a vain attempt to smother triple-digit inflation, Petrobrás showed losses for the first time in its 34 years of business. The corporation bounced back in the third quarter and is still hoping to break even this year, but it was clearly shocked to find itself, albeit briefly, in the company of the electricity, steel, nuclear ener-

Iraq Threatens To Increase Oil Output Further

U.S. Banks Post Record Profits After Record Loss

BAGHDAD — Iraq's oil minister, Issam Abdul-Rahim al-Chalabi, said Monday that Iraq would increase its oil production further above its OPEC quota if it was not allotted a quota equal to Iran's at this week's OPEC meeting in Vienna. Oil prices, which had fallen about \$3 a barrel since August because of overproduction, dropped again on Monday. On the New York Mercantile Exchange, West Texas Intermediate, the benchmark U.S. crude oil, fell 49 cents for January delivery to \$18.25 a barrel from Friday. In a statement to parliament, Mr. Abdul-Rahim charged that Iran, Iraq's enemy in the Gulf War, is selling its crude oil for \$15 a barrel, \$3 less than the Organization of Petroleum Exporting Countries' benchmark price. Iran's oil minister, Gholamreza Aqazadeh, denied Monday that Iran was selling oil at a discount. Tehran Radio reported. He said OPEC should raise oil prices by \$2.70 a barrel to offset inflation and the fall in the dollar. In another development on Monday, Kuwait and Indonesia, two of OPEC's most influential members, added their voices to growing opposition to Iran's demand for a price rise. Saudi Arabia, OPEC's biggest producer, has said it would oppose an increase. At the annual OPEC meeting, which begins Wednesday, oil ministers will attempt to fix a new reference price for crude and new output quotas for the 13 members. Iran wants to raise prices, partly to finance the war. But oil analysts and many OPEC officials doubt that an increase can be enforced. OPEC has reportedly been pumping as much as 3 million barrels a day over its self-imposed limit of 16.6 million barrels. Indonesia's minister, Subroto, said on arrival in Vienna for the talks. "It is a vital necessity to bring Iraq into the agreement." Iran's OPEC-decreed quota stands at 2.37 million barrels a day and Iraq's at 1.5 million. But Iraq is pumping an average of 2.7 million barrels a day. "We have refused to abide by this quota," Mr. Abdul-Rahim said, "and will raise our output further unless the organization recognizes a quota for us that is similar to that of Iran." Last week, Iraq had said it would cooperate with OPEC and lower its output to take pressure off world prices, but only if it were given parity with Iran's quota. (AP, Reuters)

COMMONWEALTH Edison Co., nearing completion of its nuclear construction program, carries a yield of about 11 percent. Mr. Luftig recommends the stock and says he believes the dividend "is close to 100 percent safe."

On the other hand, he would avoid Detroit Edison Co., which he says has "ongoing problems with its Fermi II nuclear plant." The stock yields about 12 percent, but Mr. Luftig said, "I think that the dividend is in jeopardy and that earnings will plummet from an estimated \$3.20 a share this year to \$2 in 1988."

Among nonnuclear utilities paying relatively high dividends, Mr. Luftig favors Cincinnati Gas & Electric Co. and DPL Inc. (formerly Dayton Power & Light). These Ohio companies are partners in what originally started as a nuclear plant and now is being converted to a coal-fired plant. "Both companies have the ability to increase their dividends," the analyst pointed out.

Miss Ferrig suggests that most investors would benefit in the long run by buying better quality utility stocks because, although their yields are more modest, they offer the prospect of superior market performance. That view is based on the concept of "total return," as distinguished from bird-in-the-hand current return. Her total-return candidates include New England Electric, Kansas Gas & Electric, Montana Power and Potomac Electric.

Utilities and other stocks paying high dividends lend themselves to a sophisticated hedging strategy called "dividend capture," which corporations use to enhance their after-tax rate of return on corporate cash.

U.S., Canada Agree to Final Text on Trade Pact

OTTAWA — Canada and the United States agreed Monday to the final text of a free trade agreement that will phase out remaining tariffs between the world's largest trading partnership over a period of 10 years starting Jan. 1, 1989. Protracted negotiations on the legal wording of the document were wrapped up after a marathon weekend bargaining session in Ottawa, according to Simon Reisman, Canada's chief negotiator. He said the legal text of more than 1,000 pages was consistent with the agreement initiated Oct. 4 in Washington after more than a year's bargaining. Completion of the final text had been expected by late October. Neither Mr. Reisman nor Peter Murphy, the chief U.S. negotiator, would divulge details or say whether trade-offs had been made, although Mr. Reisman said, "From Canada's point of view, it is a very good agreement." But sources, speaking on condition of anonymity, said that it differed from the October agreement on provisions for automotive trade, maritime shipping and the process for settling trade disputes. Mr. Reisman said both sides would proceed and initial the final text within 48 hours, submit it to their governments for approval and release it to the public. Prime Minister Brian Mulroney and President Ronald Reagan are to sign the agreement in less than a month. Mr. Reagan must submit the pact to Congress in early January to take advantage of a speedy ratification process that does not allow amendments. Delays in completing the agreement had increased regional tensions in Canada, with Mr. Mulroney's political foes accusing him of knuckling under to the United States. The agreement is intended to remove remaining tariff and non-tariff barriers between the countries, as well as nullify increasing protectionist pressure.

About 80 percent of the annual \$150 billion in trade already is duty free. Over the 10-year period, U.S. access to Canadian energy and financial markets would be improved, as would Canadian access to such U.S. markets as agriculture, fisheries, lumber and paper, minerals, manufacturing and retail. Disputes would be submitted to a five-member panel chosen by both countries. Higher-level officials — Mr. Mulroney's chief of staff, Derek Burney, and U.S. Ambassador Thomas Nides — were brought in for the weekend talks after Mr. Murphy and Mr. Reisman failed to complete the final draft in two days of negotiations last week. (AP, Reuters)

Currency Rates

Table with columns for Currency, Par \$, and various rates for different currencies like D.M., F.F., L.L., etc.

Table with columns for Currency, Par \$, and various rates for different currencies like S. Afr. rand, Swiss franc, etc.

Interest Rates

Table with columns for Currency, Par \$, and various rates for different currencies like Sterling, Franc, etc.

Table with columns for Key Money Rates, Dec 7, and various rates for different currencies like United States, Prime rate, etc.

Table with columns for U.S. Money Market Funds, Dec 7, and various rates for different funds like Merrill Lynch Ready Assets, etc.

Table with columns for Gold, Dec 7, and various rates for different currencies like Hong Kong, Singapore, etc.

Tokyo's Unique Rules: A Force for Market Stability

By Susan Chira New York Times Service TOKYO — The Tokyo Stock Exchange — one of the largest and most influential in the world — still runs largely by Japanese rules, and so is frustrating to Westerners who try to interpret it by using their standard measures. "All assumptions we have about stock markets don't fit this stock market," said Peter Tasker, general manager of research for Kleinwort Benson International, a British securities firm. Despite the collapse in global stock markets, in which prices on many of the leading exchanges have plummeted by 30 percent, Tokyo's declined by only 15 percent from the Oct. 14 high, 26,646.43, of the Nikkei index of 225 stocks. To explain why Tokyo's decline was more moderate, analysts point to several key differences in the way that Tokyo and Wall Street operate. Chief among these is that the relationship between regulators and the regulated is far closer than in New York or London, an intimacy that critics say allows for manipulation of the market. Although Japan has been trading stocks since 1878, it is only recently that the Tokyo market has begun to influence others worldwide. Interest in the exchange has risen as Japanese became major investors in global stock and bond markets. After the Oct. 19 collapse on Wall Street, the world would watch each day the opening of the Tokyo market, the first of the three major exchanges to begin trading. Indeed, for a few days of the second week after the market collapse, Tokyo seemed to set the tone, said Ron Napier, an economist for Salomon Brothers here. The Tokyo market accounts for more than 95 percent of all the shares listed and the shareholder equity in Japan. But over the past year, partly because of the yen's rise against the dollar and partly because stock prices shot up, the Tokyo market became worth more in dollars than any other stock market in the world. According to Morgan Stanley, at the end of October the New York Stock Exchange was capitalized at \$2,254 trillion, while Tokyo was worth \$2,677 billion. Tokyo's growing market capitalization alone sparked widespread interest in the Tokyo market, said David Gerstenhaber, an economist with Morgan Stanley. Investors overseas began looking more closely at the Tokyo market, and many did not like what they saw. Some economists said the market was overvalued and heading for a crash that would set off a worldwide rout. They pointed to soaring stock prices, inflated price-earnings ratios, and the number of investments based on sky-high land prices. Instead, New York set off the collapse. Analysts say Japanese investors tend to use different measures to evaluate stock. The huge boom in the market of the past two years occurred when the Japanese economy was lagging, hurt by the soaring yen. Rather than invest in equipment or new factories, companies turned to the stock market for profits. They used their own money, cash, or excess liquidity, or profits — or, in many cases, money they would have borrowed for investment they instead borrowed and put into the stock market. They also began speculating in land, and as land prices rose, investors began seeking out companies that owned land, driving up the prices of their stocks. Cuts in interest rates meant to spur Japan's economy also raised stock prices by freeing more money to flow into the stock market, according to several analysts. To spur the economy, the Bank of Japan lowered interest rates and increased the supply of money in the economy. With more money available at lower interest rates, it was easier for banks to lend money and for companies to borrow money. The stock market offered potentially higher rates of return than interest on bank deposits.

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Monday's NYSE Closing

Tables include the narrow price range up to the closing on Wall Street and do not reflect late trades elsewhere.

Table of NYSE closing prices for various stocks, including columns for 12 Month High, Low, Div. Yld., PE, and Price. Includes sub-sections for (Continued) and W-X-Y-Z.

Table of NYSE closing prices for various stocks, including columns for 12 Month High, Low, Div. Yld., PE, and Price.

Table of market prices for various commodities and currencies, including columns for High, Low, Open, High, Low, Close, and Change.

Table of market prices for various commodities and currencies, including columns for High, Low, Open, High, Low, Close, and Change.

U.S. Futures

Via The Associated Press

Table of U.S. Futures prices for various commodities like Grains, Livestock, and Metals, including columns for High, Low, Open, High, Low, Close, and Change.

Cocoa Prices Plunge After ICCO Talks Fail

LONDON—Cocoa prices plunged Monday to their lowest level in five years on the London futures market after weekend talks between producing and consumer nations failed to produce an agreement to stabilize prices.

Dealers said the collapse of the International Cocoa Organization talks, focusing on a buffer stock to lighten an oversupplied world market, sent the cocoa market into a free-fall, with one trader saying there was a "bloodbath" when trading began Monday.

Heavy selling wiped nearly £100 (\$180) off per-ton values, with cocoa falling to £1,040 a metric ton for March delivery.

The talks collapsed early on Saturday when consumer and producer representatives of the price-stabilization organization could not agree on the terms under which to authorize buying for a buffer stock. By taking excess supply off the market, or selling cocoa when supplies are tight, a buffer stock helps keep prices relatively steady.

Major cocoa producers include such Third World countries as the Ivory Coast and Brazil, which rely on export earnings from such commodities to service their foreign debts.

To Our Readers

Currency option prices were not available in this edition because of technical problems.

U.S. Futures

Table of U.S. Futures prices for various commodities like Grains, Livestock, and Metals, including columns for High, Low, Open, High, Low, Close, and Change.

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Paris Commodities

Table of Paris Commodities prices for various commodities like Sugar, Cocoa, and Coffee, including columns for High, Low, Close, and Change.

London Commodities

Table of London Commodities prices for various commodities like Cocoa, Coffee, and Gasoil, including columns for High, Low, Close, and Change.

Dividends

Table of Dividends for various companies, including columns for Company, Dividend, and Yield.

Spot Commodities

Table of Spot Commodities prices for various commodities like Aluminum, Coffee, and Lead, including columns for Price and Change.

S&P 100 Index Options

Table of S&P 100 Index Options prices for various strikes and expirations, including columns for Price and Change.

London Metals

Table of London Metals prices for various metals like Aluminum, Copper, and Nickel, including columns for High, Low, Close, and Change.

Company Results

Table of Company Results for various firms like Hudson's Bay, Mitsubishi Electric, and United States Circle K, including columns for Revenue and Profit.

DM Futures Options

Table of DM Futures Options prices for various strikes and expirations, including columns for Price and Change.

Puzzle section titled 'BIG CROSSWORD IN THE HIT EVERY SATURDAY' and 'SUNDAY CROSSWORD - ENOUGH TO KEEP YOU BUSY ALL WEEK'.

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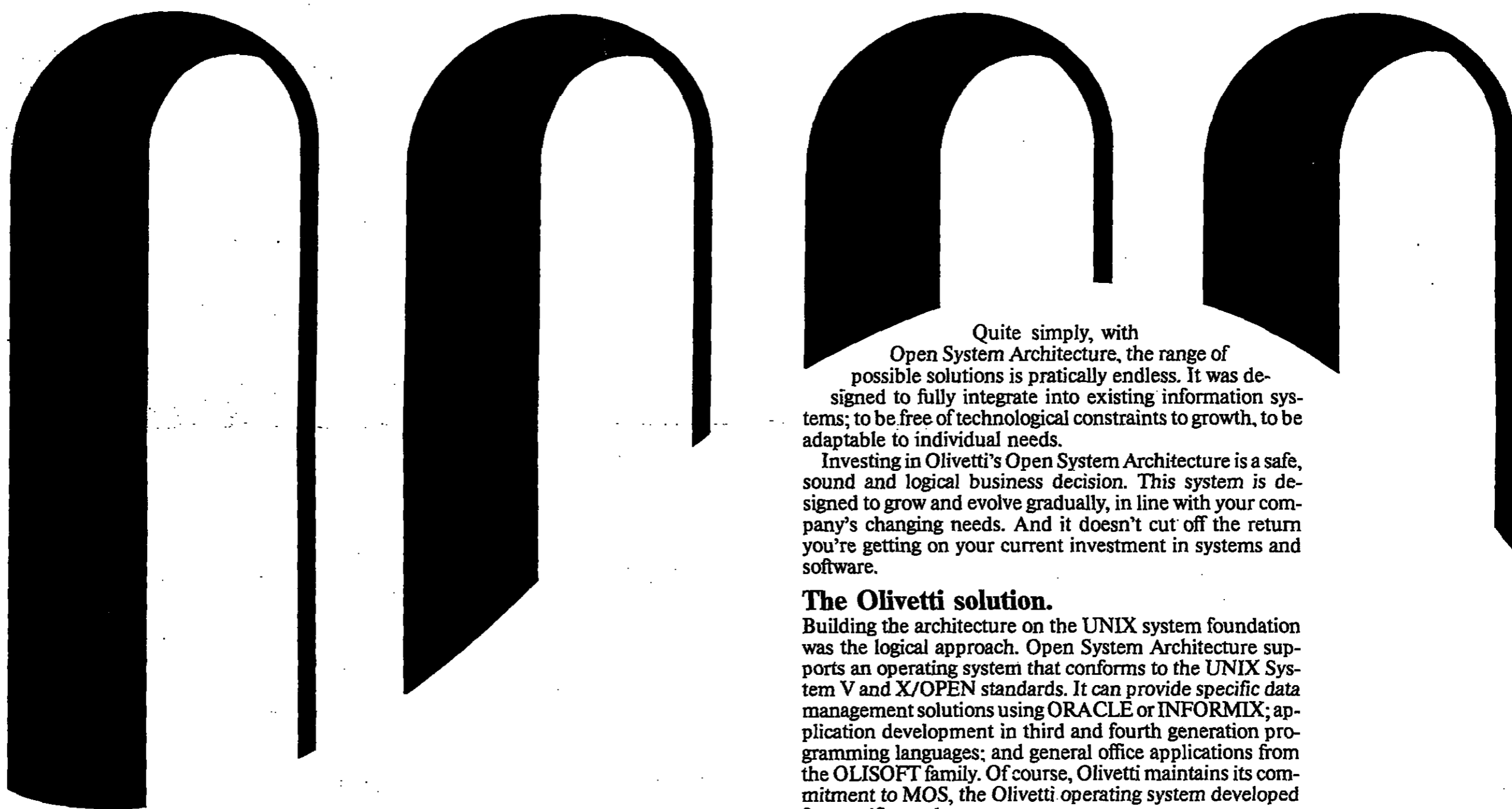
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In order to allow a diversified investment policy, the Management Company in agreement with the Custodian Bank has decided to convert the existing F.I.F. into a multi-fund vehicle.

CONVERSION INTO A MULTI-SECTION MUTUAL FUND
The details of the modification to the Management Regulations were published in the Memorial, the Official Journal of Luxembourg on September 15, 1987 and became effective on that day.

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BUSINESS ROUNDUP

Japan Brokers Said to Shelve Plans for Heng Seng Futures

HONG KONG — The big four Japanese brokerage houses have temporarily dropped plans to trade Heng Seng index futures because of the steep slide in stock and futures prices in October, market sources said Monday.

220 Miles of Logic

Now the U.S. is preparing to go 220 miles into space with a system that has been described as "putting Bell Laboratories into space."

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E: STERLING BONDS \$11.78

4 Japanese Brokerages May Rein In Overseas Expansion

TOKYO — The four biggest Japanese securities firms, which are aggressively developing business abroad, may slow their expansion programs because of the uncertainty about world stock markets, company sources said.

prices in October and the markets' volatility thereafter will provide a good chance to review this program.
The total overseas staffs employed by the four firms soared to about 5,200 people in October from about 3,800 a year earlier.

increased its overseas staff to 2,058 in October from 1,447 a year earlier, with most of the increase in New York and London.
Industry sources said that Nomura, which has about 10,000 employees in Japan, probably has reached its personnel target.

Floating-Rate Notes

Table with columns: Issuer/Mat., Coupon, Next Bid, Ask. Includes entries for Citicorp, Citicorp, Citicorp, etc.

Table with columns: Issuer/Mat., Coupon, Next Bid, Ask. Includes entries for Anglo 90 Gb, Anglo 90 Gb, Anglo 90 Gb, etc.

Baer to Buy 15% Stake in U.S. Investment Firm

ZURICH — Baer Holding AG said Monday that it would acquire a 15 percent stake in the Boston-based Harbor Capital Management Co., an investment adviser that manages funds of about \$1.7 billion. It did not disclose the terms.

Baer, the parent of Switzerland's Bank Julius Baer & Co., said it held an option to acquire an additional 10 percent of Harbor.

INTERNATIONAL FUNDS (Quotations Supplied by Funds Listed) Dec. 7, 1987

Large table listing various international funds with columns for fund name, price, and other details.

MEESCHAERT ROUSSELLE

Advertisement for Meeschaert Rousselle, a Parisian partner for discerning investors. Text includes: "...because on the newly opened Paris exchange, size means nothing without savoir-faire." and "Let the specialized knowledge, comprehensive research resources, and sophisticated information systems of a long established market leader open the way to your investment success in France."

Vertical text on the right edge of the page, partially cut off, including "ROUSSELLE" and "MEESCHAERT ROUSSELLE".

BUSINESS ROUNDUP

Telex Stock Soars on Memorex Bid

The Associated Press
(TULSA, Oklahoma) — Telex Corp., which for two months has been fighting a takeover bid by the New York investor Asher B. Edelman, announced Monday that it was considering a proposal from Memorex International NV to acquire all of Telex's shares outstanding for about \$911.4 million in cash and securities.

The Memorex offer, equal to \$62 a share, sent the price of Telex stock soaring to \$51, up \$9.25, when the New York Stock Exchange opened. Telex stock closed Monday at \$51.50.

In New York, a broker told Reuters that investors and arbitrageurs, many of whom had steep losses during October's market collapse, were still wary of takeover situations. "In general," he said, "I don't see any takeover stocks trading at or above the offer price."

Telex also said it was recommending rejection of Mr. Edelman's latest offer, made Nov. 25, for \$55. When Mr. Edelman made a \$65 bid, on Oct. 8, Telex stock traded at \$61. He reportedly then held 1.1 million shares, or about 8 percent.

A deal with Memorex, a Dutch company headquartered in London, "would be advantageous to both companies and their customers," Telex's president, George L. Bragg, said in a statement.

Memorex makes computer components, and Telex produces computers, electronics communications equipment and audio devices. Memorex, formerly a part of Burroughs Corp., was sold last year to an international group of Memorex executives.

Memorex proposes to acquire all 14.7 million Telex's shares outstanding for \$56 in cash and \$6 liquidation preference of a series of junior preferred stocks for each share of Telex common stock, according to a Telex spokeswoman.

Memorex has asked for a response by 6 P.M. Saturday. Corey Horowitz, spokesman for Mr. Edelman's TLX Acquisition Corp., said he had not examined the Memorex proposal and would reserve comment. He said the \$55-a-share offer still stood.

Legrand Offers £255 Million For MK Electric, Tops RTZ

LONDON — Legrand SA, the French electrical group, said Monday that it was offering £255 million (\$458 million) for MK Electric Group PLC, which has already received a £206.5 million bid from RTZ Corp., the British mining and industrial holding company.

The target company, which makes electrical products for the construction and residential housing market, said the latest offer, at 600 pence cash a share, was too low. It had said the same to RTZ's cash offer last month of 550 pence a share or £206.5 million.

RTZ, whose RTZ Pillar Ltd. is also a major supplier to the construction industry, already owns 21.7 percent of MK Electric, while Legrand has a 9.3 percent holding.

MK Electric shares initially jumped 19 pence on news of the new bid to 679 pence on the London Stock Exchange, but retreated in late trading to 667 pence.

When RTZ made its bid on Nov. 24, MK Electric shares jumped to around 554 pence, up 140 pence from the previous day.

Legrand's shares slipped to 2,030 French francs (3360) Monday on the Paris Bourse from 2,040 francs on Friday.

RTZ's shares fell 12 pence to close at 308 pence on the London Stock Exchange from Friday's finish at 320 pence.

RTZ made no comment on the competing offer.

MK Electric had net attributable profit of £12.1 million in its financial year ending March 28.

Kodak and Colorcraft Plan \$600 Million Joint Venture

United Press International

ROCHESTER, New York — Eastman Kodak Co. and Colorcraft Corp., two of the largest U.S. photofinishers, said Monday that they planned to create a \$600 million joint venture controlling a quarter of the growing U.S. photofinishing market.

The venture, which must be reviewed by federal officials for possible antitrust problems, would combine Kodak's 53 wholesale photofinishing laboratories with 41 labs operated by Colorcraft of Durham, North Carolina.

If approved, the new company is expected to begin operating by February. Kodak and Colorcraft's parent company, Fuqua Industries Inc. of Atlanta, would share the profits.

J.B. Fuqua, chairman of Fuqua Industries, said the new company would serve all 50 states. The name of the venture was not disclosed. The company will be headed by Carl Hamill, president of Colorcraft.

To provide a larger market for Kodak paper and chemicals, Kodak has acquired four photofinishers in the past year. Qualis Photofinishing Co., Ciba-Geigy Corp.'s CX subsidiary, American Group of Atlanta and Fox Photo Inc. of San Antonio, Texas.

Eugene Glazer, an analyst with Dean Witter Reynolds Inc., said the venture would control 25 percent of the U.S. market, making it the largest photofinisher in the United States and probably the world.

L.F. Rothschild to Cut Staff by 700
NEW YORK — L.F. Rothschild Holdings Inc. said Monday that the brokerage would cut its work force by 700, or almost 37 percent, within three to six months but would not sell its retail brokerage operations.

Officials also said that negotiations with Shearson Lehman Brothers Holding Inc. and Integrated Resources Inc., concerning the sale of all or part of the firm, had been ended because Rothschild wants to remain independent.

But the firm said that it was continuing to seek an infusion of capital and that it would dismantle its securities clearing operations, which would free up \$30 million. Rothschild said it was negotiating with a unit of Merrill Lynch & Co. to handle its clearing operations.

In late October Rothschild laid off 150 workers and said it had lost \$44 million as a result of the stock market collapse.

Peers Offers \$385 Million for Allis Units

Reuters

MILWAUKEE — Allis-Chalmers Corp. said Monday that Peers & Co., a private New York investment banking firm, had expressed an interest in buying its operating assets and properties for \$385 million cash.

It said the price may be lowered if a certain minimum value of the assets to be included in the agreement is not reached.

Allis said the acquisition would include Allis-Chalmers Solids Process Equipment and Energy & Minerals Systems Co. Fluid Products Co. and American Air Filter Co.

Allis-Chalmers, a former farm-equipment giant that had struggled for two years to put itself on a firm footing, filed in June for protection from creditors under Chapter 11 of the U.S. bankruptcy code while it worked out a way to pay its debts.

On Dec. 3, it received bankruptcy court approval to sell its Solids Process Equipment and Energy & Minerals Systems businesses to Boliden AB, a Swedish mining, metals and trading group. That agreement expires Dec. 31.

Allis said Peers indicated it had received tentative financing approval from Prudential-Bache Interfunding Inc. and Manufacturers Hanover Trust Co.

Allis reported a net loss of \$14.1 million in the first nine months of 1987, against net income of \$1.58 million a year earlier. It had a loss of \$8.58 million for 1986.

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To: The Manager, Robeco S.A. Genève, Case Postale 114, CH-1215 Genève 15. I'm interested in your Robeco Geneva Account. Please tell me more. Mr/Mrs/Miss (Please delete where appropriate) Name (Surname and initials) Full Address Postcode Country

PETROBRAS: Expanding Abroad to Distance Itself From Brazil's Plight

(Continued from first finance page) gy, railroad and other state-owned corporations that live permanently in the red.

"We took measures to prevent the company from falling into a sort of black hole from which we would never emerge without outside help," Colonel Silva said, enumerating actions that included a \$500 million reduction in investment plans. "We had a cash flow problem, but we have maintained our economic health."

Having the government as its main shareholder, though, has posed for Petrobras the dilemmas of a split personality: It must often fight the government's political decisions to defend the same government's business interests.

Petrobras was founded in 1953 to the nationalist cry of "the oil is ours." Its emergence as a corporation with 50,000 employees, annual revenues of \$17 billion and a long record for efficiency has given it a

strong sense of independence that it is not reluctant to exercise.

It is not considered unusual for Petrobras chiefs to speak out on sensitive issues. In that, Colonel Silva, 56, an engineer, enjoys a special advantage. Even before taking over the oil monopoly last year, he had won respect in both government and business circles for his achievements as founder and long-time chief executive officer of the successful state aircraft company, Embraer.

Only last month, Colonel Silva felt free to urge that a special assembly drafting a new constitution drop its plans to nationalize domestic fuel distribution. Petrobras currently shares such operations with Shell, Exxon, Atlantic Richfield and Texaco. He has also sharply criticized Brazil's policy of excluding foreign participation in much of the computer market as an example of misguided nationalism. "Silva's personal convictions are

very pro-private sector," a foreign oil expert said. "That's how he ran Embraer, and he wants the opportunity to run Petrobras in the same way. But it won't be easy. Petrobras is much larger and its domestic role is special."

For example, entrepreneurial criteria and political priorities inevitably clash when the government allows the increase in retail gasoline and alcohol fuel prices to fall behind the inflation rate, thus forcing Petrobras to cut spending or increase borrowing. Standing at \$2.1 billion, however, the foreign debt of Petrobras is still considered to be manageable.

At times, strategic factors also complicate business decisions, as with the current clash between the powerful lobby of sugar-based alcohol-fuel producers and Petrobras.

The program to promote alcohol fuel was founded after the 1973 oil price shock awakened Brazil, a ma-

for oil importer, to its vulnerability to events beyond its control.

Better conservation, increased domestic oil production and the emergence of this fuel substitute have helped reduce Brazil's oil import bill from \$9.8 billion in 1980 to a projected \$4.2 billion this year. That decline was of course greatly aided by the drop in world prices.

With domestic production still covering only 60 percent of Brazil's consumption of one million barrels of oil a day, Petrobras now recognizes that it will not meet a target set in 1983 for oil self-sufficiency within a decade.

Petrobras is not a new face in the international oil business. It found an important oil field in Iraq in 1980, and it exported \$800 million worth of oil products in 1986.

"The difference now is that Silva wants it to become a major player," the foreign oil expert said. "I'm not sure if everyone in Petrobras has understood that yet."

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For more information contact سلطنة المنطقة الحرة لجبل علي Jebel Ali Free Zone Authority Marketing Dept. No. 24, Jebel Ali Free Zone Authority, P.O. Box 3258, Dubai, United Arab Emirates. Tel: Jebel Ali 56578 Telex: 46580 TPAJA EM, Cable: PAJADUB. U.A.E. THE PRIDE OF DUBAI



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Monday's AMEX Closing

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

Use The Associated Press

12 Month High	Low	Stock	Div.	Yld	PE	52 Wk High	Low	Close	Chg
11.1	10.5	Amgen	1.86	13.3	8	11.1	10.5	10.5	+
11.1	10.5	Amgen	1.86	13.3	8	11.1	10.5	10.5	+
11.1	10.5	Amgen	1.86	13.3	8	11.1	10.5	10.5	+
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11.1	10.5	Amgen	1.86	13.3	8	11.1	10.5	10.5	+

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Thema SW L.e. turbo - 2000 cm³, 165HP, 210 kph, 0-100 kph in 8.6 sec.

Thema SW turbo ds - 2500 cm³, 100HP, 180 kph, 0-100 kph in 12.7 sec.

Thema L.e. - 2000 cm³, 120HP, 195 kph, 0-100 kph in 9.7 sec.

Thema GT - 2850 cm³, 150HP, 208 kph, 0-100 kph in 8.2 sec.

Versions may change from country to country.

Lancia Thema



Handwritten signature: J. P. Cioliso

CURRENCY MARKETS

Dollar Ends Higher in Quiet Trading

NEW YORK — The dollar closed higher in quiet trading on Monday after participants covered short positions before U.S. trade data for October due out on Thursday, dealers said.

Table with columns: Country, Rate, Change. Includes entries for London, Zurich, and other international rates.

In London, the dollar closed at 1.6710 DM, up from 1.6675 on Friday; at 132.77 Japanese yen, down from 132.85; at 1.3635 Swiss francs, down from 1.3645; and at 5.6613 French francs, up from 5.6550.

Nobel Economist Sees Further Drop in Dollar

STOCKHOLM — Robert Solow, the 1987 Nobel Prize winner in economics, said Monday that the dollar was still not in equilibrium and would fall further.

TOKYO: Why the Market's Rules May Have Moderated the Decline in Prices

(Continued from first finance page) are held by a group of friendly shareholders, whose stock ownership in a company cements a business relationship. This extensive cross-shareholding system effectively bars hostile takeovers.

Management by the companies and the ministry. "The ministry would never say anything directly, of course. They just say things like, 'It would be really bad if a down cycle began in Tokyo, or I hear your cash position is very high these days.'"

Fundamentally, analysts say, the Tokyo market resists collapse because a few small groups can exercise enormous influence over the direction of the market.

of the market. Individuals own less than a quarter of the shares on the exchange, with the large majority of shares held by financial institutions. These institutions heed the advice of the four leading securities companies — Nomura, Daiwa, Nikko and Yamaichi — which have a much larger market share than any brokerage house in New York or London.

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CURRENCY: U.S. Support Is Dismissed as 'Peanuts'

(Continued from Page 1) there had been no major change of U.S. policy, said Washington still was giving top priority to staying off the threat of recession by keeping interest rates down.

the Fed was ready to tighten monetary policy to support the dollar. He said the Fed's intervention Friday was no more than a gesture to the European governments, to show appreciation for their efforts to ease monetary policies.

The dollar was also higher against the British pound, which closed at \$1.7860, against \$1.7920 on Friday.

Monday's OTC Prices. NASDAQ prices as of 4 p.m. New York time. Most listed securities in terms of dollar value.

Table with columns: Stock, Div. Yld., High, Low, P.A.M. Change. Lists various OTC stocks and their prices.

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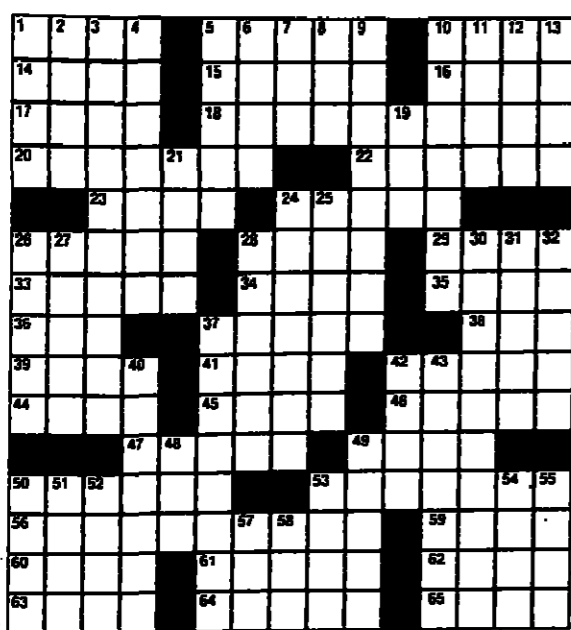
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ACROSS

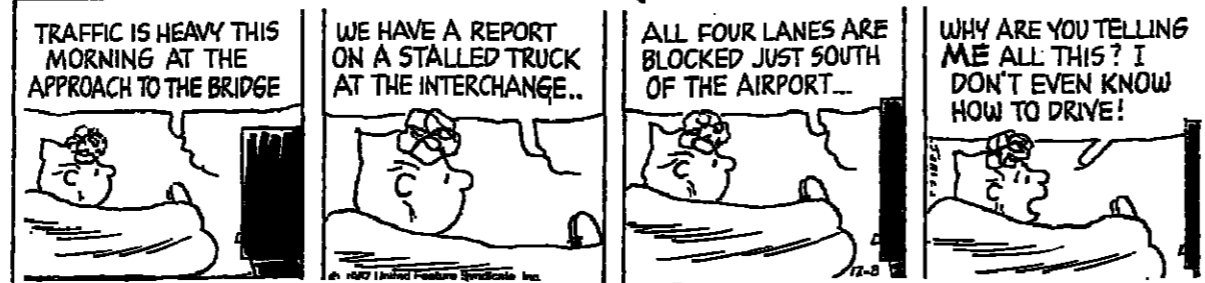
1 Dwell (on)
5 Fiber for rope
10 Footless
14 U.S. satellite
15 Jeweler's measure
16 Mummer
17 Passing fancy
18 Like Poe's poems
20 Roman councils
22 Sheen, in Shropshire
23 Pindarics
24 Rex and Donna
26 Curved
28 Shoot the breeze
29 "— la Douce"
33 Karpov's forte
34 Subterfuge
35 Boutique
36 Rocky
37 Trucking rig
38 Actress Claire
39 Essence
41 "Oh, — in England..."
42 He was Lou Grant
44 Level, in Lincolnshire
45 Winglike

DOWN

1 Fells
2 Hurt
3 Horned mammal
4 Hair ointments
5 Landed
6 Cries of scorn
7 Ending for secret
8 Grimalkin
9 Olympeas contestants
10 "— as good as a mile"

11 Scot's ancient associate
12 Baseball's Moreno
13 Stet's opposite
19 Goner's name
21 Spreads to dry
24 Hispanic dances: Var.
25 Less strenuous
26 Equity member
27 Sitcom of the 70's
28 Cooked with spicy sauce
32 Sicilian resort
33 Imitation diamond
31 French Impressionist
32 Divorced
37 Tie
40 Backslide
42 Terrain
43 Camera part
44 Officeholders
49 Compact
50 Makes a wrong turn
51 Flightless bird
52 George of films
53 Word with screen or stocking
54 Kind of method
57 City, Okla.
58 Affirmative as a mile"

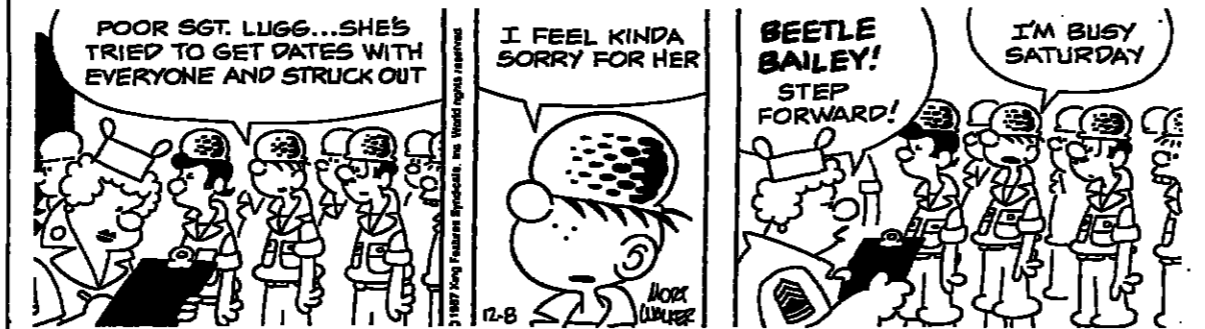
PEANUTS



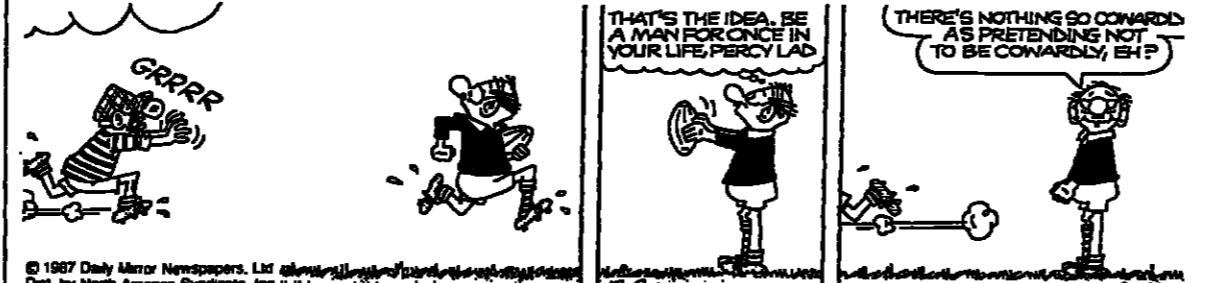
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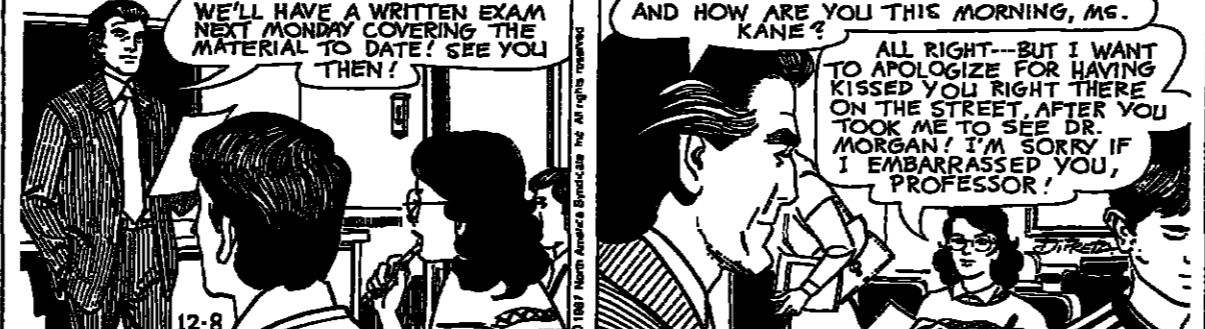
ANDY CAPP



WIZARD of ID



REX MORGAN



GARFIELD



World Stock Markets

Via Agence France Presse Closing prices in local currencies, Dec. 7

Market	Index	Change	Prev.
Amsterdam	1120	+12	1108
Brussels	1120	+12	1108
Frankfurt	1120	+12	1108
London	1120	+12	1108
Madrid	1120	+12	1108
Paris	1120	+12	1108
Stockholm	1120	+12	1108
Sydney	1120	+12	1108
Tokyo	1120	+12	1108
Winnipeg	1120	+12	1108
Zurich	1120	+12	1108

... [Detailed stock market data for various countries including Amsterdam, Brussels, Frankfurt, London, Madrid, Milan, Paris, Singapore, Stockholm, Sydney, Tokyo, Zurich, and others. Includes indices and closing prices in local currencies.] ...

BOOKS

RODIN: A Biography
By Frederic V. Grunfeld. Illustrated. 738 pages. \$35. Henry Holt, 521 Fifth Avenue, New York, N. Y. 10175.
Reviewed by John Gross

AUGUSTE RODIN lived to be 77, but he was so heroically productive, and he had to endure so many delays before he won recognition, that his life tends to seem even longer than it was. It needs space to do it justice, and Frederic V. Grunfeld's new biography — the first full-scale one for more than 50 years — has an appropriate amplitude. At first sight, it has an appropriate amplitude. At first sight, it has an appropriate amplitude. At first sight, it has an appropriate amplitude.

weekends, acquired a studio (a damp and drafty stable), and set up house with a seamstress, Rose Beuret. She was to live with him for the next half-century, though he never married her as a suitable wife and they only shared two weeks before her death.

His first major piece of sculpture, "The Man With a Broken Nose," was rejected by the Salon of 1864, and he didn't submit anything else for another 11 years. But as he was fond of saying, "patience is also a form of action."

In 1871, he moved to Brussels, where he spent six years, still working at relatively menial tasks, but gradually acquiring the confidence to follow his own path wherever it led. Grunfeld's account: the relatively little-known story of his involvement with Camille Claudel, a gifted artist herself (the illustrations include two delightful etchings of her as one of Rodin's assistants) for more than a decade, and the marriage that was to end in tragedy, the stresses and strains of the triangle eventually got too much for him, and Camille was driven.

Her eventual fate was grim enough to confirm the darkest suspicions of feminism, although her mother and sister must bear much of the responsibility for what happened. At their bidding, her brother had her committed to an asylum (even she was not allowed to practice her art, even as a form of therapy), and although her letters, according to Grunfeld, show that she was "lucid and self-possessed," she remained in confinement until her death 30 years later.

John Gross is on the staff of The New York Times.

CHESS

By Robert Byrne

IT WAS NO STRANGER to me than to the rest of the chess world that the 12th game for Karpov was a masterpiece of strategy and tactics. It was a masterpiece of strategy and tactics. It was a masterpiece of strategy and tactics.

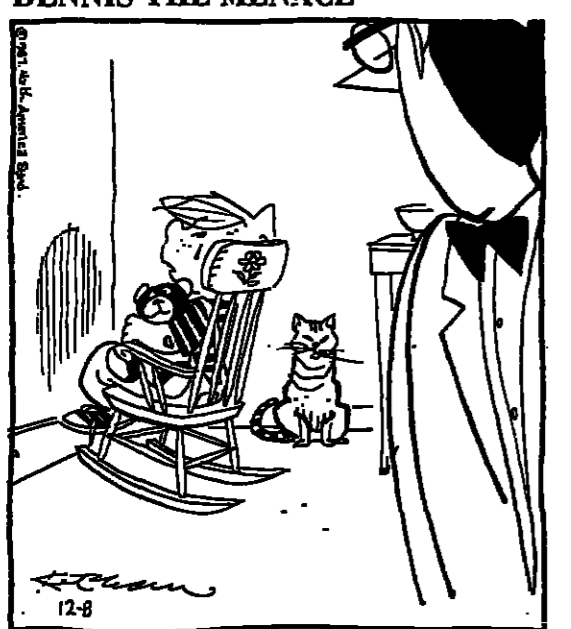
was a violation. His solution through the referee. All that was needed was Karpov's slight shifting in his chair during the 12th game for Karpov to shout at him a Russian epithet roughly translating as "worm" or "little creep."

Things might have been worse, except that there were already rules in place to minimize friction between opponents. It took a long time to institute restrictions, but now a player cannot pace nervously and down when it is his opponent's turn to move. Moreover, an easy chair placed in this area, so that a player may comfortably sit from the penetrating stare of almost everyone accuses him of a moment of directing at him.

But it is difficult to make a rule for everything — as there doesn't seem to be a ready-made rule for the phony exhibition nervousness, which in Karpov's case was a direct result of his nervousness.

There have also been, in the past, examples of the sportsmanship that should be expected: Boris Spassky stood to the applause for Bobby Fischer's brilliant play in the sixth game in 1972; Max Euwe requested that one of the games of his 1935 world championship match be postponed because his opponent, Alexander Bogdanov, was too drunk to play. His here are very rare.

DENNIS THE MENACE



JUMBLE

Unscramble these four Jumbles, one letter to each square, to form four ordinary words.

AWREY
O O O O O

KEPOD
O O O O O

LANARC
O O O O O

FAHBLE
O O O O O

Now arrange the circled letters to form the surprise answer, as suggested by the above cartoon.

Answer: O O O O O "O O O O O"

(Answers tomorrow)

Yesterday's Jumbles: TRIPE AHEAD CALMLY VENDOR
Answer: What the psychiatrist said when the patient complained about always forgetting things — PAY IN ADVANCE

WEATHER

Region	High	Low	Region	High	Low
EUROPE	16	11	ASIA	16	11
Aberdeen	16	11	Bangkok	29	25
Amsterdam	14	10	Beijing	15	9
Antwerp	14	10	Hong Kong	15	9
Barcelona	16	12	Manila	29	25
Berlin	15	11	New Delhi	19	14
Birmingham	15	11	Seoul	8	4
Boston	15	11	Singapore	27	24
Buenos Aires	14	10	Taipei	17	13
Calcutta	14	10	Tokyo	17	13
Cardiff	14	10			
Chicago	14	10			
Copenhagen	14	10			
Dublin	14	10			
Edinburgh	14	10			
Florence	14	10			
Geneva	14	10			
Helsinki	14	10			
London	14	10			
Lyon	14	10			
Madrid	14	10			
Moscow	14	10			
Munich	14	10			
Nice	14	10			
Oslo	14	10			
Paris	14	10			
Prague	14	10			
Rome	14	10			
Stockholm	14	10			
Stuttgart	14	10			
Vienna	14	10			
Warsaw	14	10			
Zurich	14	10			

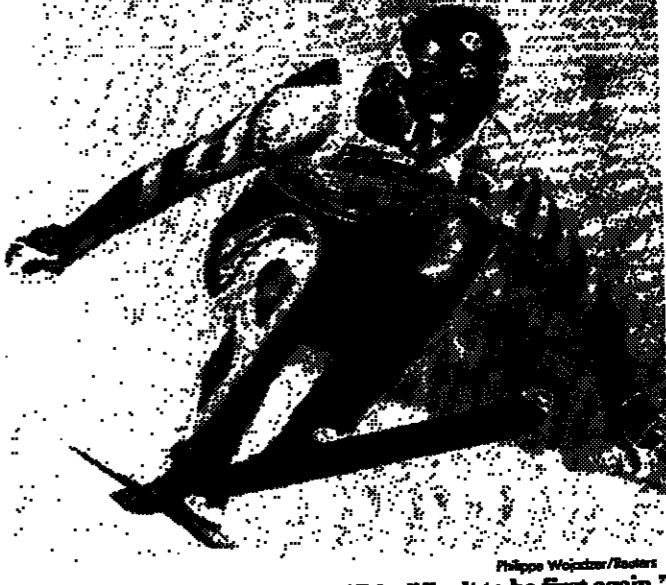
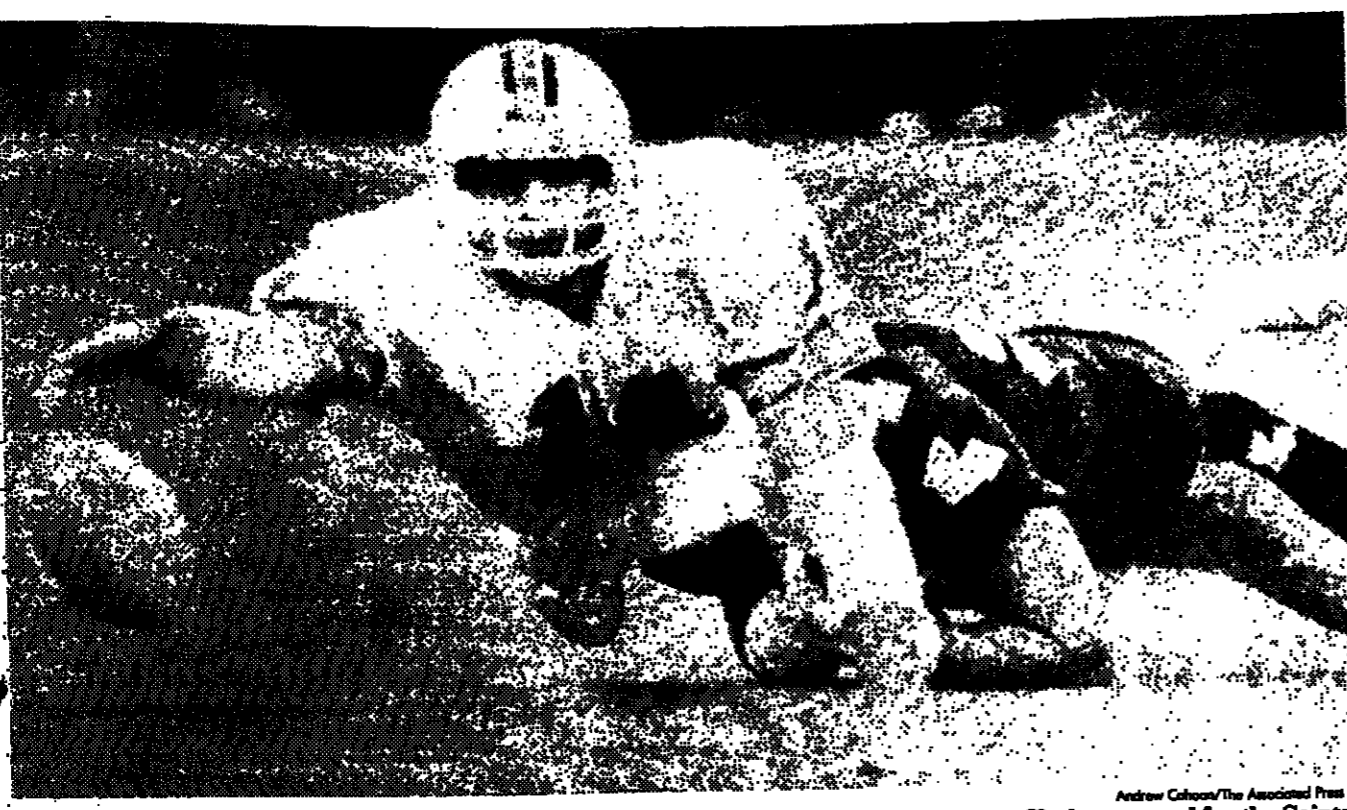
... [Detailed weather forecast for various cities including Europe, Asia, and North America.] ...

TUESDAY'S FORECAST — CHANNEL: Slight, FRANKFURT: Cloudy, Tenna. — 2 (34-38), LONDON: Partly cloudy, Tenna. — 2 (37-41), PARIS: Partly cloudy, Tenna. — 2 (44-48), NEW YORK: Partly cloudy, Tenna. — 2 (34-38), SINGAPORE: Partly cloudy, Tenna. — 2 (19-23), SYDNEY: Partly cloudy, Tenna. — 2 (16-20), TOKYO: Partly cloudy, Tenna. — 2 (16-20), WASHINGTON: Partly cloudy, Tenna. — 2 (16-20).

كلمة من القرآن

SPORTS

Tight Cup Downhill Is Taken by Mahrer



Daniel Mahrer at Val d'Isere: "It's difficult to be first again."

Compiled by Our Staff From Dispatches VAL D'ISERE, France—Daniel Mahrer, knocked out of a victory 24 hours earlier, edged teammate Pirmin Zurbriggen to win a men's World Cup downhill ski race Monday and complete a Swiss revival.

Switzerland placed five men in Monday's top 10. Karl Alpigier finished fourth in 1:59.86, Franz Heinzer ninth (2:00.30) and Peter Müller 10th (2:00.33).

Saints Gain Playoffs for First Time

NEW ORLEANS — There was dancing and partying as usual on Bourbon Street. This time, the festivities were spurred by the New Orleans Saints, who marched into the National Football League playoffs for the first time.

Three seasons of NFL duty, completing 16 of 24 passes for 255 yards and two touchdowns. Those scores came after Vinny Testaverde, the first pick in this year's draft, fumbled two of the first four snaps for the Buccaneers, losers of five straight.

West German Hockey Ices Ads for Gadhafi

FRANKFURT — A West German ice hockey team headed for bankruptcy Monday after sports officials banned the club from advertising Moammar Gadhafi's ideology in return for financial help.

we'll have another club asking for the same thing in four weeks," he said. Iserlohn's unprecedented bid to get aid from Libya had been widely condemned by sports and government officials, who said it threatened to politicize sports.

Masters Final: Final Marathon of 1987?

By John Feinstein Washington Post Service NEW YORK — It was Stefan Edberg, the man hurt most by the strange format of the Masters tennis tournament, who best summed up this event — and perhaps all of men's tennis.

Edberg's problem was apparent from the start. He was as flat as he had been enthusiastic on Saturday. Wilander was just the opposite, chasing down balls, turning Edberg's apparent winners into winners of his own.



Mats Wilander: "I've got a chance, though."

Edberg's problem was apparent from the start. He was as flat as he had been enthusiastic on Saturday. Wilander was just the opposite, chasing down balls, turning Edberg's apparent winners into winners of his own.

SCOREBOARD Football

Table with columns for Selected Final U.S. College Conference Standings, including Big Sky, Western Athletic, and others.

SCOREBOARD Basketball

Table with columns for NBA Standings, including Eastern Conference Atlantic Division and Western Conference Midwest Division.

Clemson Wins U.S. College Soccer Title

By Alex Yannis New York Times Service CLEMSON, South Carolina — Clemson University's \$12 million investment in a small stadium built exclusively for soccer paid its first dividend in the weekend.

Kings of NHL Fire Murphy

WASHINGTON — Coach Mike Murphy was fired by the Los Angeles Kings before Sunday night's National Hockey League game here against the Capitals.

NFL Standings

Table showing NFL Standings for American Conference and National Conference, including teams like Indianapolis, N.Y. Jets, Buffalo, etc.

Hockey

Table showing National Hockey League Standings for Wales Conference and Adams Division.

U.S. College Results

Table showing U.S. College Results for various sports like Football, Basketball, and Soccer.

World Cup Skiing

Table showing World Cup Skiing results for Men's Downhill, including names like Daniel Mahrer and Pirmin Zurbriggen.

Transition National Basketball Association HOUSTON—Activated Robert Reid, forward-guard, from the injured list. Volwed Richard Anderson, forward.

ART BUCHWALD

Dear Comrade Mikhail

WASHINGTON — Mikhail Gorbachev said during his interview with Tom Brokaw that he has received 80,000 letters from Americans this year.

Here are a few of his staff would not let him read.

Dear Mr. Gorbachev, When Mr. Yeltsin, the former secretary of Moscow's Communist Party, is tried for adventurism, will you pardon him if President Reagan promises to pardon Colonel North?

Dear Comrade, I am a Wall Street broker and I am happy to inform you that this could not be a better time to invest in the stock market.

A few years down the road, when it has been revealed as an anti-Soviet CIA capitalist plot, and you have been given the boot by the Politburo, you will be grateful that you put your hard-earned savings into safe, reliable American securities.

Just think, Comrade, you can spend your September years on a golf course on the Black Sea while all your friends are huddled around a fire on Carly Street trying to keep their fingers from falling off in the cold.

Record Auction Price Is Set for an Antiquity

A fifth-century gold brooch of a standing eagle — an Ostrogothic Dark Ages ornament — was auctioned Saturday in Monte Carlo by Sotheby's for 14.4 million francs (almost \$2.6 million), a record price for an antiquity.

Edward L. Rubin, the New York dealer who bought the brooch, said he was representing a client whose identity he did not reveal. The auction Saturday dispersed the collection formed at the turn of the century in Paris by the Countess de Béhague, heiress to a French banking fortune. Her holdings brought a record total for an auction of antiquities — 49.8 million francs.

As soon as you reach Washington, visit one of our convenient downtown offices and let us show you how you can own a piece of America.

Sincerely, Andy Krulwich

Dear Mikhail, I saw what you said to Brokaw about human rights and I agree with your hardline policy. I want you to do something about my cousin Duba. I'm requesting that you do something about it.

Duba can be one swift pain in the neck to anyone who is trying to preserve the Soviet way of life. He's always yelling at KGB people in the streets and meeting with newspapermen in his one-room apartment and printing underground poems criticizing your wife's clothes. You would be doing yourself a great favor if you put him and his entire family on the next plane to the United States, so Duba would become Reagan's problem and not yours.

You don't owe me anything for this suggestion. I figure Duba has made your people suffer enough. Lenny "Hollywood" Domyan

Dear Mr. Gorbachev, I understand the treaty you wrote with Ronald Reagan requires both countries to destroy all intermediate-range nuclear missiles. I have a question to ask. Where are you going to bury the warheads? If you haven't decided yet, may I put in a good word for Cleveland?

Ziggy from the Carryout

Dear Mr. Gorbachev, You said in your interview that you tell your wife everything. Does she tell you everything in return?

For example, has she ever said, "Mikhail Sergeyevich, although you are the leader of the non-free world, I am one of the few people who knows you never throw your socks into the laundry hamper."

Peter the Great Jr. Dear Mr. General Secretary, I wish to inform you that I was very hurt that you would talk to Tom Brokaw before you talked to me. After all, I'm the one you have to sign the treaty with. Mr. Brokaw may be the chief anchorman of NBC, but I would like to remind you that I am not a potted plant.

Sincerely, Ron Reagan

Michael Douglas Grasps Greed on 'Wall Street'

By Helen Dudar New York Times Service

NEW YORK — When the taxi arrives, Michael Douglas is waiting in the driveway of the weekend house he rents in upper Westchester. The visitor descends to be greeted by Douglas and dogs — a small jolly Scottie, a large, mournful Boston Terrier.

Douglas has produced pictures since the 1975 Oscar-adorned "One Flew Over the Cuckoo's Nest." It has been a way to keep busy, to make an occasional film with a social statement, to find good parts for himself when none was in the offing.

As research, junior members of the cast were sent off to Salomon Brothers to learn about the retail workings of a brokerage house. For a character operating at a lofty level, Douglas had other sources: personal friends who are heavy hitters on the street, investment bankers with whom he has negotiated backing for past projects.

"You take essence," Douglas explains. "In some, you pick up the seduction and the charm. In some, you pick up the intellect. In some, you pick up the killer instinct — you can see it in the eyes. I never see Gecko as a bully — he didn't need to be. The ones I know in really powerful positions can afford to be humble."

and, as befits a figure bearing the name of a lizard that can scuttle up vertical surfaces, reptilian. On film, Douglas has been trisected (the photographer in "The China Syndrome"), abusive (the director in "A Chorus Line") and roughish (the adventurer in "Romancing the Stone"), but he has never played a villain like this, the kind of magnetically tarcenous villain who not only steals the money but threatens to steal the show.

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"Astonish me," he is given to telling his actors in canny emulation of the ballet impresario Serge Pavlovich Diaghilev setting Jean Cocteau to work. After a tense beginning, Douglas eased into the role and began to astonish himself.

He would come to work and "suit up" in expensive, impeccably flamboyant duds, undergo the makeup for a rich man's perpetual tan, light his first cigarette and smoke it with an intensity that was Gecko's far more than his.

The centerpiece of the film is an extraordinary monologue Gecko delivers at the annual shareholders' meeting of a company he aims to gobble up. It is a nine-minute speech climaxing with an ode to greed as a social virtue — "greed is good . . . greed is right."

Early on, the film delivers a startling image: As Douglas's face turns away from the camera, the profile is, briefly, an exact replica of Kirk Douglas, his father.

The elder Douglas's most memorable film work is recorded in roles not dissimilar from Gordon Gecko — grasping, unscrupulous, egoistic men on the make. Here, however, the industry observer can be found who sees a benign rivalry between the two. Michael Douglas insists that there is not now and never has been any competition with his father. Michael admires Kirk's work; Kirk has always encouraged Michael's.



Michael Douglas as the stock market manipulator, Gordon Gecko: "Greed is good . . . greed is right."

They took him to Hollywood studios or to locations to see Kirk Douglas work. As he grew into his late teens, his father arranged small-scale jobs that taught young Michael something about making movies.

Beginning in 1972, Douglas's post-graduate education came in four busy years on the television police series "The Streets of San Francisco," which starred Kirk Malden. "Karl taught you about listening," he recalls. "Karl taught you the strength of working with good people — these are actors who protect themselves by working with mediocrity to turn out a product. I learned about structure and rhythm. I learned about producing. I directed a couple of episodes. I did 26 episodes a year with a guy who had a phenomenal ethic."

From television, Douglas moved back into film, both as an actor and a producer. The dual role had disadvantages. "I had never been the first choice of a lot of good directors," he says. "There's a certain resentment of an actor who has a producing background. It makes directors uncomfortable. Some of them

think you may be second-guessing them even if you're not. And producing is sometimes perceived as a lack of obsession about acting."

Yes, it was precisely Douglas's producing experience that attracted Stone. The director, who had met Douglas casually only twice, thought it important that Douglas knew a good deal about the business world. And in Douglas's performance in "Romancing the Stone" he had seen "an edge to him which I found interesting."

Four years ago, restless and vaguely dissatisfied with film work, Douglas, together with his wife, Diandra, and their son, Cameron, 8, returned to New York. With happy memories of his novice years at the Eugene O'Neill Memorial Theater in Waterford, Connecticut, he hoped to act again on stage. But more films came along, most of them centered in New York.

PEOPLE

Harvard Takes 10 of 32 '88 Rhodes Scholarships

A Montana woman who worked with Mother Teresa and a Thai immigrant who dreams of curing multiple sclerosis were among the 32 men and women named American Rhodes Scholars for 1988. Sarah Raffaele Santini said the 32 Harvard University students, and one of two from Billings, Montana, to win one of the 32 two-year scholarships to Oxford University in England. Stace D. Lindsay, 22, a senior at Georgetown University's School of Foreign Service, "lived just down the block," said McNamee, who spent two months in 1985 working with Mother Teresa. Nobel Peace Prize winner for her work with the poor in India: Three recipients were born in Asia, including Sarachai Sapataporn, 22, of McLean, Virginia, who came to the United States from Thailand in 1971 and is a fourth-year student at Johns Hopkins University School of Medicine.

The Italian town of Piacenza, in the Abruzzi east of Rome, is thinking about putting up a statue of Madonna, the rock star whose grandparents emigrated from there in the early 1900s. A Naples-based group called Friends of Show Business, sponsor of the initiative, met with town officials to show them a model of the proposed bronze bust. Mayor Raffaele Santini said the town would study the offer to determine whether the statue would have "economic and tourist benefits." "Also, we need to hear what Madonna thinks," Santini said. "From what I hear, her relatives here aren't in favor of the idea."

Revels of Arthur Miller's "A View From the Bridge" and Cole Porter's musical "Kiss Me, Kate" came up with three nominations each for the 1987 Olivier Awards, honoring achievement in London theaters, opera and dance over the last year. "A View From the Bridge" was nominated for actor of the year (Michael Gambon), director (Alan Ayckbourn) and most promising newcomer (Susan Sylvester). "Kiss Me, Kate" received nominations for best musical, best actress in a musical (Nichola McAuliffe), and best actor in a musical (John Barrow and Emil Wolk), who together sing the show-stopping "Brush Up Your Shakespeare."

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